

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XXVIII. No. 10.

CHICAGO, ILL., MAY 25, 1912.

PRICE \$1.50 PER YEAR.
TEN CENTS PER COPY.

McKENNA & RODGERS
COMMISSION MERCHANTS
SHIPPERS CORN OATS
60 Board of Trade Chicago

R. F. CUMMINGS GRAIN CO.
Home Office, Clifton, Ill.
Elevators in 8 adjoining towns.
Established in 1864 by A. B. Cummings.

SEEDS Clovers - Timothy
Canadian Blue Grass
ALSIKE CLOVER
Flax - Field Peas - Oats
Correspondence Solicited
STEELE, BRIGGS, SEED CO., Ltd., Toronto, Can.

P. B. & C. C. MILES
Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

James E. Bennett & Co.
400-405 Postal Telegraph Bldg., CHICAGO
Grain Consignments and Future
Orders Solicited.
ST. LOUIS PEORIA
211 Chamber of Commerce 324 So. Washington St.

Tyng, Hall & Co.
GRAIN COMMISSION
Correspondence Solicited. Peoria, Ill.

Fagg & Taylor
Grain Merchants
34 Chamber of Commerce
MILWAUKEE, WIS.

Minneapolis Seed Co.
SEEDS
Minneapolis - - - Minnesota

Goffe & Carkener
Grain Commission
St. Louis Kansas City

WHEAT
CORN  **RYE**
J. A. Manger & Co.
216-18 Chamber of Commerce, Baltimore, Md.

CLOVERS
TIMOTHY
MILLETS
SEEDS
KAFFIR CORN DRIED PEAS
S. G. COURTEEN
MILWAUKEE WISCONSIN

THE GALE BROS. CO.
CINCINNATI, OHIO
WANT YOUR BUSINESS
GRAIN—HAY—FEED
TRY US

DUDLEY M. IRWIN
BARLEY

1117 Chamber of Commerce Building,
BUFFALO, N. Y.

Complete Grain Handling Equipments

We are manufacturers of and can furnish promptly whatever may be required for the economical and efficient handling of material in large or small elevators.

We have our own foundry, machine shop, and sheet metal department. We are headquarters for general supplies.

H. W. Caldwell & Son Co. Western Ave. Chicago
17th - 18th St.

New York City, Fulton Bldg., Hudson Terminal, 50 Church St

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

AMARILLO, TEX.

Early Grain & Elev. Co., whol. grain, hay, seed.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.
Corn Belt Grain Co., grain and mill feed.
Washer Grain Co., S. R., receivers and shippers.

ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.*

AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.*

BALTIMORE, MD.

Chamber of Commerce Members.
Baltimore Commission Co., grain commission.
Blackburn & Co., C. P., grain recvrs., exporters.*
Clark & Sons, Thos. S., grain receivers.*
England & Co., Chas., grain, hay.*
Fahy & Co., John T., grain receivers and expts.*
Frame, Knight & Co., commission merchants.
Gill & Fisher, receivers and shippers of grain.
Hammond, Snyder & Co., Inc., receivers, expts.*
Hax & Co., G. A., grain, hay, seeds.*
Herzer & Son, Gustav, grain, seeds, hay.
Jones & Co., H. C., grain and hay.*
Lederer Bros., grain receivers.*
Manger & Co., J. A., grain, seeds, hay.*
Robinson & Jackson, grain receivers.*
Steen & Bro., E., hay and grain.*

BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.*

BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain feed shippers.

BLACKWELL, OKLA.

Beutke Bros., hay, grain and alfalfa meal.

BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.
Hawenwinkle Grain Co., brokers.
Slick & Co., L. E., buyers and shippers.

BOSTON, MASS.

Chamber of Commerce Members.
Benzasquin, Matthew D., grain brokerage, com'n.
McLean-Alpine Co., The, hay and grain.
Ranlet Co., The D. W., grain and mill feed.

BOURBON, IND.

Delp Grain Co., E. E., grain and mill feeds.

BUFFALO, N. Y.

Corn Exchange Members.
Alder-Stofer Grain Co., grain commission.*
Buffalo Cereal Co., grain.*
Burns Grain Co., grain commission.
Churchill Grain & Seed Co., buyers, shippers.*
Eastern Grain Co., grain commission.*
Electric Elevators & Mfg. Co., recvrs. and shippers.*
Harold, A. W., grain, barley a specialty.
Heathfield, W. G., strictly commission.
Irwin, Dudley M., barley.
Pratt & Co., grain commission.*
Ratcliffe, S. M., consignments solicited.
Spenn Grain Co., O. G., gn. com., bar'y a spec'ity.
Townsend-Ward Co., grain commission.*
Whitney-Eckstein Seed Co., seeds.

BUSHNELL, ILL.

Cole, G. W., grain broker.

CAIRO, ILL.

Board of Trade Members.
Antrim & Co., H. S., receivers and shippers.*
Halliday Elevator Co., corn, oats.*
Halliday Mfg. Co., H. L., soft, red winter wheat.
Magee Grain Co., grain.*
Thistlewood & Co., grain and hay.

CELINA, O.

Palmer-Miller Gr. Co., track buyers of grain.

CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.
Edwards, A. H., grain broker.

CHICAGO, ILL.

Board of Trade Members.
Anderson & Co., W. P., receivers and shippers.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commiss'n merchants.*
Barrell & Co., Finley, grain, stocks, provisions.*
Bennett & Co., Jas. F., commission merchants.*
Carhart-Code-Harwood Co., grain commission.
Colvin & Co., Wm. H., grain brokers.
Crighton & Lister, grain commission.*
Cummings Grain Co., R. F., grain merchants.
Delany, Frank J., commission merchant.
Dickinson Co., The Albert, seeds.
Dole & Co., J. H., grain and seeds.*
Fitch & Co., Walter, W. K. Mitchell, Mgr.*
Fraser Co., W. A., grain commission.*

CHICAGO—Continued.

Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., grain, seeds.*
Holt & Co., Lowell, commission, grain and seeds.
Hooper Grain Co., receivers, shippers.*
Kempner Co., Adolph, grain consignments.
Lamson Bros. & Co., consignments solicited.*
Mann, G. S., seed bkr., field seeds, poultry grain.
McKenna & Rodgers, commission merchants.*
Merrill & Lyon, commission merchants.*
Merritt Co., W. H., grain, seeds.*
Nash-Wright Grain Co., grain, prov., seeds.
Paynter, H. M., grain and field seeds.
Perrine & Co., W. H., grain and commission.
Press & Co., W. G., grain, provisions, stocks, etc.
Rang & Co., Henry, grain commission.
Re Qua Brothers, grain commission.*
Rogers & Bro., H. W., grain and seeds.
Rogers Grain Co., buyers and shippers.
Rosenbaum Bros., receivers, shippers.*
Rosenbaum Grain Co., J., receivers and shippers.
Rumsey & Company, grain commission.*
Sawers Grain Co., grain commission.*
Schiffin & Co., P. H., commission.*
Shaffer & Co., J. C., buyers and shippers.*
Sincere & Co., Chas., N. Y. stocks, Chicago grain.
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., Clarence H., commission.
Wagner Co., E. W., receivers and shippers.*
Ware & Leland, grain, seeds.
Wilson & Co., B. S., grain commission.

CINCINNATI, O.

Chamber of Commerce Members.
Allen & Munson, grain, hay, flour.*
Bender, A., grain, brokerage & Com'n.
Blumenthal, Max, grain, barley a specialty.
Brown & Co., W. L., consignments.
Cincinnati Grain Co., commission merchants.
Ellis & Fleming, grain and hay.*
Gale Bros. Co., grain, hay, feed.*
Gray, Ralph, receiver & shipper.
Stafford, J. R., grain and hay.
Union Gr. & Hay Co., grain buyers and commiss'n.
Van Leunen & Co., Paul, grain consignments.

CLEVELAND, O.

Bailey, E. I., grain and millfeed.*
Bennett, W. A., receivers, grain, hay & millfeed.
Sheets Bros.' Eltr. Co., The, grain, hay, straw.
Star Eltr. Co., receivers, grain, hay, straw.
Strauss & Co., H. M., grain, seeds, hay and straw.

COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

COLUMBUS, O.

Morton Grain & Hay Co., grain, hay & feed.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain seeds.*

CROWLEY, LA.

Lawrence Bros. Co., Ltd., grain, seed and feed.

CUMBERLAND, MD.

Board of Trade Members.
Marley & Co., grain and hay distributors.

DALLAS, TEX.

Moss, C. L., buyer and ship'r, grain, hay, millfeed.

DANVILLE, ILL.

McConnell, R. B., grain dealer.

DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.*

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.
Hight Grain Co., grain brokers.
Smith & Co., F. P., grain brokers & commission.

DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.*
Crescent Mill & Eltr. Co., flour and grain.
Longmont Farmers Mill & Eltr. Co., flour, grain.
Scott, E. E., broker grain, cottonseed meal, bags.
Thompson Merc. Co., W. F., hay and grain.

DES MOINES, IA.

Harper & Ward, grain merchants.*
Lockwood Grain Co., B. A., grain & millfeeds.
Savage, H. H., grain broker.

DETROIT, MICH.

Board of Trade Members.
Dumont, Roberts & Co., receivers, shippers.*
Ellair, Huston & Co., recvrs. & shprs., gr. & hay.
Hart Grain Co., recvrs. & shippers, grain, beans.
Hobart & Son, H. M., grain, hay and millfeeds.*
Lapham & Co., J. S., recvrs. & shippers of grain.*
Simmons & Co., F. J., grain recvrs. & shippers.*

EL RENO, OKLA.

El Reno Mill & Eltr. Co., grain buyers & shippers

EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

FORT WAYNE, IND.

Egley-Doan Eltr. Co., grain, hay and seeds.

FORT WORTH, TEX.

Board of Trade Members.
Kolp, E. R. & D. C., grain and seed dealers.*
Terminal Grain Co., receivers, shippers.
Werner Wilkens Grain Co., receivers & shippers.

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

GALVESTON, TEX.

Board of Trade Members.
Fordtran, J. S., grain commission merchant.
Jockusch, Davison & Co., grain, hay exporters.
Wisrodt Grain Co., wholesale grain eltr., facilities

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HARRISBURG, PA.

Harrisburg Feed & Gr. Co., grain, feed, hay.

INDIANAPOLIS, IND.

Board of Trade Members.
Bassett Grain Co., grain merchants.*
Boyd, Bert A., Indianapolis commission man.*
Capitol Grain Co., grain commission.
Jackson Grain Co., Cary, receivers & shippers.
Jordan & Montgomery Co., wholesale grain.
Kinney Grain Co., H. E., receiver and shipper.*
Minor, B. B., grain consignments solicited.
Mutual Grain Co., grain commission.
Stebbins Grain Co., commission & brokerage.
Witt, Frank A., grain commission and brokerage.

JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.*
Stockbridge Elevator Co., grain, beans, hay.*

JACKSONVILLE, FLA.

Wiggs & Co., W. A., hay, grain & mill stuffs.*

KANSAS CITY, MO.

Board of Trade Members.
Adams Commission Co., receivers & shippers.
Beach Grain Co., grain commission.
Benton Grain Co., screenings and seeds.
Christopher & Co., B. C., grain consignments.
Clay Grain Co., F. B., grain commission.
Hoebel Grain Co., grain commission.
Davis & Co., A. C., grain commission.*
Ernst-Davis Grain Co., commission.*
Fisher Com. Co., E. D., grain commission.*
Goffe & Carlkner, recvrs. and shprs. of grain.*
Gregg Grain Co., Mason, commission merchants.
Hinds & Lint Grain Co., receivers, shippers.
Houston Carpenter Gr. Co., cash & futures, grain.
Logan Bros. Grain Co., grain commission.
Mammoth Milling Co., grain, flour, feed.
Moore-Seaver Grain Co., receivers and shippers.*
Moore-Lawless Grain Co., grain receivers.
Murphy Grain Co., strictly commission.*
Nicholson Gr. Co., W. S., grain commission.
Norris Grain Co., grain merchants and exporters.
Roehen-Cary Grain Co., grain, flour, millfeed.*
Russell Grain Co., hay our specialty.
Steele & Co., H. H., grain and seeds.*
Terminal Elevators, receivers, shippers.
Thresher Fuller Grain Co., grain commission.*
Vanderslice-Lynds Co., grain commission.
Wright Com. Co., A. D., grain consignments.

KENTLAND, IND.

McCray, Morrison & Co., track buyers.*

LA FAYETTE, IND.

Helmiller, F. G., track buyer of grain.

LIMA, OHIO.

Ward Grain Co., track buyers & brokers, grain.

LITTLE ROCK, ARK.

Gerdy Co., C. L., grain and millfeed brokers.
Hayes Grain & Com. Co., grain, hay, millfeeds.

LOUISVILLE, KY.

Board of Trade Members.
Bingham-Hewett Grain Co., recvrs. & shprs., grain.*
Brandels & Son, A., recvrs. & shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay and grain.
Menefee & Co., R. H., grain and hay.
Schuff & Co., A. C., grain & hay.
Thomson & Co., W. A., corn, oats & rye.
Verheeff & Co., H., receivers and shippers grain.*
Zorn & Co., S., grain.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.
Owen & Jennings, brokers.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

MEMPHIS, TENN.

Merchants Exchange Members.

Brown & Co., W. P., wholesale grain and hay.
Buxton, E. E., broker and commission merchant.
Davis & Andrews Co., grain dealers.*
Horton, J. B., & Co., grain and hay commission.*
Jones, Lee D., grain and hay commission.*
Jones & Rogers, grain dealers.*
McLaughlin Coal & Grain Co., grain and hay.*
Patterson & Co., G. E., receivers and shippers.*
Webb & Maury, grain and hay.*
Wyatt, E. W., grain, hay and millfeed broker.

MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bartlett & Son Co., L., grain commission.
Courtneen, S. G., field seeds.
Ellsworth, B. G., grain consignments.
Fagg & Taylor, grain merchants.*
Frankle Grain Co., grain and feed.
Hadden Co., E. G., grain commission mchts.*
Johnstone & Templeton, grain commission.
Kamm & Co., P. C., barley and rye.*
Lauer & Co., J. V., grain commission.
Mereness & Potter Co., grain commission.*
Owen & Co., O. C., grain commission merchants.
Owen & Brother Co., grain commission.
Rankin & Co., M. G., shippers, corn, oats, barley.
Rialto Elvtr. Co., grain receivers & shippers.
Stacks & Kellogg, grain merchants.
Wissbeck-Grunwald Co., grain and feed.

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Anchor Grain Co., grain commission.
Benson-Newhouse-Stabek Co., grain commission.
Cargill Commission Co., grain commission.
Carter, Sammis & Co., grain commission.
Davies & Co., F. M., grain commission.
Fraser-Smith Co., grain commission.
Gatchell-Tanton Co., grain commission.
Gould Elevator Co., grain merchants.
Hankinson & Co., H. L., grain commission.
International Grain Co., grain consignments.
Johnson & Olson Grain Co., grain commission.
Marfield Grain Co., grain commission.
McCaull Dinsmore Co., consignments solicited.*
Minneapolis Seed Co., field seeds.
Poehler Company, H., grain commission.*
Quinn Shepherdson Co., grain commission.
Ray Grain Co., grain commission.
Rihelddaffer Co., J. H., grain commission merchants.
Stair, Christensen & Timmerman, grain commission.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., grain commission.
Wernli-Anderson Co., grain commission.
Zimmerman, Otto A., barley specialist.

MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

NASHVILLE, TENN.

Grain Exchange Members.

Hughes Warehouse & Eltr. Co., grain.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

NEW ORLEANS, LA.

Board of Trade Members.

Benedict Com. Co., Ltd., recvrs, shippers, expts hay & gr.
Langenberg Hay & Grain Co., hay, grain, millfeeds.

NEW YORK CITY.

Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.*
Forbell & Co., L. W., grain commission.
Robinson, G. B., Jr., grain and millfeeds.

NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.
Le Grand & Burton, grain and hay brokers.*

OGDEN, UTAH.

Smurthwaite Co., C. A., revrs. & shprs., gr. & hy.

OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.
Kammerdiener, Frank, wholesale grain & feed.
Kolp, E. R. & D. C., grain and seed dealers.
Perkins Grain Co., W. L., grain and seed dealers.
Oklahoma Export Co., grain, feed and hay.

OMAHA NEB.

Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.*
Cavers Elevator Co., receivers and shippers.*
Crowell Elevator Co., revrs., shippers.*
Holmquist Eltr. Co., receivers and shippers.
Huntley, E. E., broker.
Hynes Grain Co., receivers and shippers of grain.
Imperial Mfg. Co., grain consignments.
McCaull-Dinsmore Co., grain.
Merriam Commission Co., consignments.
Missouri Valley Elvtr. Co., grain merchants.
Nebraska-Iowa Gr. Co., consignments a specialty.*
Nebraska Seed Co., field & grass seeds.
Omaha Elevator Co., receivers, shippers.*
Roberts Gr. Co., Geo. A., grain dealers.
Saunders-Westrand Co., shippers of grain.
Taylor Grain Co., receivers and shippers.*
Thresher, E. R., grain broker.
United Grain Co., grain commission.
Weekes Grain Co., receivers and shippers of grain.
Welsh Grain Co., grain and hay commission.

PEORIA, ILL.

Board of Trade Members.

Buckley, Pursley & Co., grain and seeds.*
Feltman, C. H., grain commission.
Grier & Co., T. A., grain commission.
Miles, P. B. & C. C., grain commission.*
Rumsey, Moore & Co., grain receivers.*
Tyng, Hall & Co., grain commission.*

PERRY, OKLA.

Perry Mill Co., wholesale dealers in grain.

PHILADELPHIA, PA.

Commercial Exchange Members.

Brazer, W. P., Mgr., Finley Barrell & Co.
Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Ezl., flour, grain, feed.*
Lemont & Son, E. K., hay, grain, millfeed.*
Miller & Sons, L. F., grain, seeds, hay.*
Pultz & Co., J. B., grain and feed.*
Richardson Bros., grain, flour, millfeeds.*
Rogers & Co., E. L., grain, hay.*
Standard Hay & Grain Co., grain, hay & straw.
Stites, A., Judson, grain and millfeed.

PIQUA, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.*

PITTSBURG, PA.

Members Grain and Flour Exchange.

Elwood & Co., R. D., hay and grain.
Foster, C. A., grain, hay, feed.*
Geidel & Dickson, grain and hay.
Hardman & Heck, grain, hay and millfeed.
Heck & Co., W. F., grain, hay and millfeed.
McCaffrey's Sons Co., Daniel, hay, grain, millfeed.
McCague, R. S., grain, hay.*
Smith & Co., J. W., grain, hay, feed.
Stewart, D. G., & Geidel, grain, hay and feed.
Walton Co., Sam'l, grain and hay.

PUEBLO, COLO.

McClelland Mct'l I. & R. Co., grain, hay & feed.

RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feeds, seeds.
Bragg, W. G., commission, grain, hay, millfeed.
Fairbank & Co., S. G., grain, hay, seeds.
Southern Brokerage Co., grain, hay, feeds & seeds.

SAGINAW, MICH.

Carr Co., Henry W., grain, hay, beans, seeds.

SAN ANTONIO, TEXAS.

Lupton Gr. Co., R., whol. grain & cottonseed pdts.

SIOUX CITY, IOWA.

Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.
Interstate Grain Co., buyers and shippers.
Shepherdson Co., M. T., receivers and shippers.

SIOUX FALLS, S. D.

Golden West Grain Co., receivers & shippers.

ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.*

ST. LOUIS, MO.

Merchants Exchange Members.

Adams Com. Co., Geo. A., grain merchants.
Connor Bros. & Co., grain.*
Elmore Schultz Gr. Co., revrs. & shprs. grain.
Goffe & Carkner Co., grain commission.*
Green Commission Co., W. L., grain.*
Kennedy Grain Co., receivers, shippers.
Langenberg Bros. & Co., grain and hay.
Morton & Co., grain, hay and seeds.
Mullally Com. Co., John, grain, hay, seeds.*
Nanson Commission Co., grain commission.*
Pendleton Grain Co., grain merchants.
Picker & Beardsley Com. Co., grain & grass seed.*
Powell & O'Rourke, receivers, shippers.*

TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.*

TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., grain and seeds.
Goemann Grain Co., grain buyers.*
King & Co., C. A., grain, clover seed.*
Rundell Co., W. A., grain and seeds.*
Southworth & Co., grain commission.*
The Toledo Field Seed Co., clover, timothy.
Wickenhiser & Co., John, revrs. & shippers. of gr.
Zahm & Co., J. F., grain, seeds.*

TOPEKA, KAN.

Jolley Grain Co., grain merchants.

TORONTO, ONT.

Steele, Briggs Seeds Co., Ltd., field seeds.

TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain.

WASHINGTON, D. C.

Anderson, E. M., grain brokers and millers agent.
Craig, J. V., hay and grain broker.*

WICHITA, KANS.

Board of Trade Members.

Independent Grain Co., grain commission.
Kelly Bros. Grain Co., commission and brokerage.
Kelly, Edward, wholesale grain & commission.
Roth Grain Co., grain and commission.

WINFIELD, KANS.

Daves & Daves Grain Co., grain, hay & millfeed.
Hayes & Co., John, wholesale grain and hay.
Head Grain Co., grain, millfeed, seeds.

*Members Grain Dealers National Association.

ATCHISON BOARD OF TRADE MEMBERS

The S. R. Washer Grain Co.

Atchison, Kansas

Receivers and Shippers of Kansas Hard Wheat,
Corn and Oats. Sacked Grain, Mill Stuffs,
Corn Chops, Mixed Cans.
Write for Bids or Quotations.

Corn Belt Grain Co.

DEALERS IN

GRAIN and MILLFEED

Honest Weights and Grades

ATCHISON, KANSAS

BLAIR ELEVATOR CO.

ATCHISON, KANS.

Receivers and Shippers

Kansas Hard Turkey Wheat, Corn & Oats

ST. LOUIS MERCHANTS EXCHANGE MEMBERS

GEO. A. ADAMS COMMISSION CO.

Merchants Exchange, ST. LOUIS
RECEIVERS and SHIPPERS

Orders for Future Delivery executed in all
markets. Correspondence solicited.

Ship Your Grain, Hay and Seeds to
JOHN MULLALLY COMMISSION CO.

ST. LOUIS, MO.

We never buy—handle on Consignment only

RECEIVERS
W. L. GREEN COMMISSION CO.
ST. LOUIS
SHIPPERS
EXPORTERS

Stop Experimenting

Consign your Grain & Hay
TO
LANGENBERG BROS. & CO.
St. Louis, Mo.

MORTON & CO.
GRAIN - HAY - SEEDS
COMMISSION ONLY
Merchants Exchange, ST. LOUIS, MO.

"THE
Consignment House
OF
ST. LOUIS"
FOR THE SALE OF
GRAIN, HAY, AND GRASS SEEDS
PICKER & BEARDSLEY
COMMISSION COMPANY
118 NORTH MAIN ST.

CONSIGN YOUR
GRAIN, HAY AND SEEDS
TO
FOELL & CO.
Established 1860 ST. LOUIS, MO.

When you think of CONSIGNMENTS
Think of ST. LOUIS
Then think of
CONNOR BROS. & CO.
3rd and Pine Sts., ST. LOUIS
Future orders executed
St. Louis and Chicago Grain and Hay

W. S. GOFFE **G. S. GARKENER**
O. G. MARTIN, Jr.

Goffe & Garkener Co.
ST LOUIS
CONSIGNMENTS SOLICITED

Members { Merchants Exchange, St. Louis
Kansas City Board of Trade
Chicago Board of Trade

Powell & O'Rourke
Receivers and Shippers
of
GRAIN
St. Louis Missouri

St. Louis
and
Elmore - Schultz
Grain Co.
for your
Consignments
433 Pierce Bldg., St. Louis, Mo.

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

Write us for full
information on
St. Louis Markets

202 Chamber of Commerce
ST. LOUIS

Consignments
a Specialty

DETROIT BOARD OF TRADE MEMBERS

CORN

J. S. Lapham & Co.

Established 1865
FRED W. BLINN, Mgr.

601-2-3 Chamber of Commerce
Detroit : Michigan

THE HART GRAIN CO.
828-9 C. of C. DETROIT, MICHIGAN
Receivers and Shippers
Wheat, Barley, Oats and Beans.
Ask for our daily bids. Will keep
you posted regarding market conditions.

Dumont, Roberts & Co.
Solicit Your Detroit Consignments
Receivers and Shippers
Chamber of Commerce, Detroit, Mich

Clark's Car Register

Shows at a glance where to look for the record of any car of
grain. It is made of heavy ledger paper, is well bound and
indexed. Size 11x14½ in.
No. 40. Contains spaces for 9000 cars - - - - \$1.50
No. 42. " " " 17000 " " " " 2.50

GRAIN DEALERS JOURNAL
La Salle Street

Chicago, Ill.

KANSAS CITY BOARD OF TRADE MEMBERS

R. J. THRESHER, Pres. L. A. FULLER, Secy.

Thresher Fuller Grain Co.
Grain Commission Merchants
Consignments Solicited

Grain Bought and Sold for Future Delivery
310-311 Board of Trade KANSAS CITY, MO.

A.C. DAVIS & CO.

Grain Commission

Mill orders a specialty
Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.

HOEBEL GRAIN CO.

Consign Your Grain to a
Strictly Commission Firm
KANSAS CITY, MISSOURI

RECEIVERS

who want to reach the regular grain
dealers of the country use space in
the GRAIN DEALERS JOURNAL

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

ROAHEN-CARY GRAIN CO.

"The RIGHT Commission Firm"

KANSAS CITY - - - MISSOURI

Hay There Consign Us



RUSSELL GRAIN CO.

KANSAS CITY, MO.

If you are not shipping us,
Send us a car when shipping others.

By comparison you will find
the service we render!

**ERNST-DAVIS
GRAIN COMPANY**

KANSAS CITY, MO.

Special Attention Given to Futures

Members:
KANSAS CITY BOARD OF TRADE.
CHICAGO BOARD OF TRADE.
ST. LOUIS MERCHANTS' EXCHANGE.

Moore-Lawless Grain Co.

Conscientious Service on Consignments

KANSAS CITY MISSOURI

The Adams Commission Co.

Board of Trade, Kansas City, Mo.

Receivers and Shippers. Corn our Specialty.
Orders for Future Delivery Executed in All
Markets. Write for Our Market Letter, Free
on Request.

Smith-Mann Grain Co.
CONSIGNMENTS and FUTURES

"How about the next car? Thanks."

Board of Trade. KANSAS CITY, MISSOURI.

TOLEDO PRODUCE EXCHANGE MEMBERS

RELIABLE

as a National Bank

Pick your Commission House as carefully as you selected your bank.

"33 years at it" should give you utmost confidence in this firm. Margins and profits are always safe and secure here. "Send it to Zahm." That order for futures.

J. F. Zahm & Co. :: Toledo, Ohio
"HERE SINCE 1879".

Members of Toledo & Chicago Boards of Trade

JOHN WICKENHISER & CO.

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade

The paper the Grain Dealer
supports, because it supports
the Grain Dealer—

GRAIN DEALERS JOURNAL

WHEN "SEEDY"
TRY

C. A. KING & CO.

Futures and Consignments.

Red Clover, Timothy and Alsike.

TOLEDO Leads the World

We occupy this space to remind YOU
that we are still alive and taking
GOOD care of
CONSIGNMENTS and
FUTURE DELIVERY ORDERS
Both GRAIN and SEED
Established 1887—Members Toledo and Chicago
H. W. DEVORE & CO., Toledo, Ohio

INDIANAPOLIS BOARD OF TRADE MEMBERS

THE MUTUAL GRAIN CO.

the COMMISSION GRAIN FIRM OF INDIANAPOLIS

Careful Personal Attention Given to All Consignments
SEND US YOUR CORN, OATS AND WHEAT
THAT NEXT CAR

618 BOARD OF TRADE, Indianapolis, Ind.

M. T. DILLEN, Pres. W. J. RILEY, Sec. & Treas.

The Cary Jackson Grain Co.

610 Board of Trade, Indianapolis, Ind.

Call us by phone—Bell, Main 3434
New Phone 3434K

JORDAN & MONTGOMERY CO.

623 Board of Trade Bldg., Indianapolis, Ind.

WHOLESALE GRAIN

Terminal Elevator. We handle salvage grain

COM **H M A I Y** SSION

Grain, Flour and Feed

C. A. SHOTWELL & CO.

Board of Trade, Indianapolis, Ind.
SPECIALIZING ALFALFA

**FRANK A. WITT
GRAIN**

Commission and Brokerage

Personal attention to all details of the business.
Phones 3630

627 Board of Trade, Indianapolis, Ind.

The Bassett Grain Co.

Indianapolis, Indiana

616 Board of Trade Building

Phones 80

OMAHA GRAIN EXCHANGE MEMBERS

CAVERS ELEVATOR COMPANY OMAHA, NEB.

Buy, Sell, Handle Consignments,
Grain and Hay, make Pure Corn
Chops, Sack grain, quote prices de-
livered any R. R. station.

Welsh Grain Company

Grain Consignments Solicited.
Grain and Hay for sale, ask for prices.

Brandeis Building - - - OMAHA

MISSOURI VALLEY ELEVATOR COMPANY Omaha, Nebr.

Milling Wheat

Corn for feeding trade

Our facilities for handling your orders are the best

CROWELL ELEVATOR COMPANY

Receivers and Shippers

GRAIN

Consignments Solicited

OMAHA

"All We Know Is Consignments" MERRIAM COMMISSION CO. GRAIN OMAHA

Brandeis Bldg.

Imperial Milling Co. Elevator

Office, Brandeis Bldg., Omaha, Neb.

We buy and sell Grain, Sack Grain,
and Solicit Consignments.

The McCaull-Dinsmore Co.

OMAHA

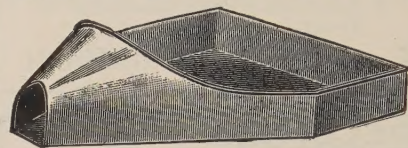
Buyers and Shippers of

Wheat, Corn, Oats,
Barley, Rye, Flax

Consignments Solicited.

Write, Wire or Phone Us.

GRAIN SAMPLE PAN



For Examining Samples of Grain and Seeds.
Made of Aluminum, strong, light and well made.
Will not Rust or Tarnish.

Grain Size, 2½x12x16½ inches.....\$1.50
Seed Size, 1½x9x11 inches.....\$1.25

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO

Holmquist Elevator Co. OMAHA, NEB.

Receivers and shippers of all kinds of grain.
Sacked corn and oats a specialty.
Consignments solicited.

MEMPHIS MERCHANTS EXCHANGE MEMBERS

W. P. BROWN Established 1866 GEORGE READ

W. P. BROWN & CO. MEMPHIS, TENN.

Wholesale Hay and Grain
Red Rust Proof Seed Oats

J. B. HORTON & CO., Memphis, Tennessee

Consignment Specialists

HAY AND ALL GRAINS

Members Memphis Merchants Exchange, Grain
Dealers Nat. Assn., Illinois Grain Dealers Assn.

National Hay Assn.
References: Central Bank & Trust Co.
Mercantile Agencies.

Quotation Record

Is sheets of bond paper ruled to facilitate keeping
a daily record of the market prices of options on
'Change. Each sheet or chart is headed "Board of
Trade Quotations for the Week Commencing Mon-
day—, 190—." Each sheet has twelve columns
provided for different options, four for Wheat, four
for Corn and four for Oats; also spaces for the
market on each at 9:30, 10:30, 11:30 and 12:30 and
the close, as well as the closing price the previous
week.

As a handy reference record of market prices it
has no equal. Each sheet is 9½x9½ inches and has
spaces for one week's record. The sheets are put
up in blocks of sixty—a year's supply. Order
Form 97A, price 75 cents.

GRAIN DEALERS JOURNAL
315 So. La Salle Street CHICAGO, ILL.

Write Us H. J. Hasenwinkle Co., want
your consignments for the
Memphis market.

BALTIMORE CHAMBER OF COMMERCE MEMBERS

CHAS. ENGLAND & CO.

Commission Merchants

GRAIN :: HAY :: SEEDS

308-310 Chamber of Commerce, BALTIMORE

CONSIGNMENTS A SPECIALTY JOHN T. FAHEY & CO.

Commission Merchants

Grain Receivers and Shippers

In the Market every day

Remember us on Rye BALTIMORE, MD.

Established 1882

G. A. HAX & CO.

COMMISSION

Grain, Hay and Seeds

445 North Street BALTIMORE, MD.

NEW YORK PRODUCE EXCHANGE MEMBERS

CUSHING & BRANDT,

Commission Merchants

CONSIGNMENTS SOLICITED

Buyers of Cash Grain

WE BUY HOT CORN. Make us offers, will always respond

MEMBERS—New York Produce Exchange, Chicago Board of Trade, Buffalo Corn Exchange,
National Grain Dealers Association.

424 PRODUCE EXCHANGE

NEW YORK

L. W. FORBELL & CO.

COMMISSION MERCHANTS

GRAIN AND MILL FEED; OATS
A SPECIALTY

Consignments Solicited

342 Produce Exchange, NEW YORK CITY

CHICAGO BOARD OF TRADE MEMBERS

PHILIP H. SCHIFFLIN President
EUGENE SCHIFFLIN Sec'y and Treas.

Philip H. Schiffin & Co.
(INCORPORATED)

Commission Merchants
GRAIN, SEEDS and PROVISIONS

515-518 Postal Telegraph Bldg.
Tel. Harrison 833 CHICAGO, ILL.

HELLO! HELLO!! HELLO!!!

In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business.

Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. In other words, make a connection with

ROSENBAUM BROTHERS

77 Board of Trade, CHICAGO

Send us your grain to be sold on consignment. Let us bid for it when you desire to sell to arrive.

You'll make no mistake (either Toledo or Chicago). Let us hear from you.

PHONE TELEGRAPH WRITE

Receivers and Shippers
OF

**Grain
Seeds**

Provisions

E. W. BAILEY & CO.

Commission Merchants

72 Board of Trade Chicago, Ill.

B. S. WILSON

HARRY BOORE

B. S. WILSON & CO.
GRAIN, SEEDS and PROVISIONS

1118-1119 Royal Insurance Building
CHICAGO, ILL.

Succeeding to the Commission Business of
T. E. WELLS & CO.

W. M. TIMBERLAKE,
Manager Grain Department

C. H. THAYER & CO.

Your Consignments and
Future Orders Solicited

206 So. La Salle St. - - CHICAGO

Henry H. Freeman & Co.

COMMISSION MERCHANTS

GRAIN HAY STRAW

66 BOARD OF TRADE, CHICAGO

REQUA BROTHERS
CHICAGO

Stands for Prompt Returns, undivided attention to selling Consignments. Give us a Trial.

FRANK E. GULICK, Manager Rec. Dept.

Good Execution Keeps Customers
Keeping Customers is Our Business

W. G. PRESS & CO.

GRAIN, PROVISIONS, STOCKS

175 W. Jackson Blvd., CHICAGO

Write for Daily Market Report
Mailed free.

35 Years Active Members Chicago
Board of Trade

Wm. Simons
President & Treas.

Consignments
Solicited.

We place
grain to
arrive.

Geo. L. Stebbins
Secretary



Warren T. McCray
Vice-President

Future
orders
given
personal
attention.

Edgar E. Rice
Representative

Our Biggest Argument

a car consigned to

J. C. Shaffer & Company

COMMISSION MERCHANTS

W. M. Hirshey, Mgr.
Commission Department

234 S. La Salle St.
Chicago, Ill.

CHICAGO BOARD OF TRADE MEMBERS

An easy way to make money in the grain business---

Consign to

J. H. DOLE & Co.

Grain
Commission

Chicago

Established
1852

Every Dole Shipper---a Successful Grain Man

HENRY RANG & CO.
GRAIN AND SEEDS
Barley a Specialty

CONSIGNMENTS SOLICITED

230 S. La Salle Street

CHICAGO

Traveling Representatives { W. R. HYDE
J. R. MURREL

H. W. Rogers

J. C. Rogers

H. W. ROGERS & BRO.
GRAIN, SEED AND PROVISIONS
COMMISSION MERCHANTS

402-408 Western Union Bldg. CHICAGO

H. W. Rogers, Pres.

J. C. Rogers, Vice-Pres.

ROGERS GRAIN COMPANY

Buyers and Shippers of Grain.

References: Corn Exchange National Bank
First National Bank.

402-408 Western Union Building

CHICAGO

Not every shipper has ever consigned us a car,
but every shipper who ever has will continue

CONSIGNMENTS TO

Carhart Code Harwood Co.

"Have you? The next car—thanks"

Secure and efficient service in executing
future orders—two men doing nothing else.

36 Board of Trade

CHICAGO

Want an Elevator?

Then consult the "Elevators
for Sale" columns in this issue
of the Grain Dealers Journal.

J. Herbert Ware
Edward F. Leland

CONSIGN

your Grain and Seeds, and
send your orders for **GRAIN,**
PROVISIONS and **STOCKS** to

Ware & Leland

160 WEST JACKSON BLVD.
Royal Insurance Bldg., CHICAGO

Long Distance Phones

Wabash 3262

Your Interests Are Our
Interests

Certainly

Walter Fitch & Co.

handle Consignments—

Future Orders
carefully executed.
Close personal
attention on
consignments.

W. K. MITCHELL, Mgr. Cash Grain Dept.
Board of Trade, Chicago

Certainly.

"Certain Satisfactory Service"

CHICAGO BOARD OF TRADE MEMBERS

SOMERS, JONES & Co.

COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

Consign your GRAIN and SEEDS to us for close personal attention and best possible results. We are fully prepared to give the best of service on consignments and on orders for future delivery

Ship us that next car.

Send for our market letters.

CHICAGO
MILWAUKEE
MINNEAPOLIS

Make drafts on us and address all correspondence to us at

82 Board of Trade, CHICAGO.

RUMSEY & COMPANY

RECEIVERS OF
RESPONSIBILITY & CONSIGNMENTS
CONSERVATISM

CHICAGO

FINLEY BARRELL
PETER J. MALONEY
FREDERICK C. ALDRICH

EUGENE R. PIKE
BENJAMIN BLOCK
WILLIAM E. WHITE

Finley Barrell & Co.

GRAIN
PROVISIONS
STOCKS

Monadnock Block CHICAGO

ARMOUR GRAIN COMPANY

CONSIGNMENTS SOLICITED

We are Fully Equipped in Every Way to Give Best Service in Chicago
137 S. LA SALLE ST. CHICAGO

Hooper Grain Co.

OAT
SHIPPERS

Operate Atlantic and Grand
Trunk Western Elevators
Chicago

J. ROSENBAUM GRAIN CO.

(INCORPORATED)

GRAIN MERCHANTS

Correspondence Solicited

KANSAS CITY CHICAGO

Lamson Bros. & Co.

ESTABLISHED 1874

Commission Merchants

Grain Consignments
Solicited

Also future delivery orders on all exchanges.

Grain—Provisions—Stocks—Cotton

6 Board of Trade CHICAGO

WHY NOT

give us an opportunity to show you what efficient service means. Service is often the difference between Profit and Loss.

Consignments or
future delivery.

ADOLPH KEMPNER COMPANY

50 Board of Trade CHICAGO

**We
discriminate
in the most
discriminating**

We solicit the patronage of those grain dealers, who employ the utmost of care and most exacting deduction in their selection of commission firms.

We can satisfy those shippers with our attentive service, and prompt returns of satisfactory and future business warranting prices.

Just Consign a Car to

Nash-Wright Grain Co.

"It's the Service"

717 Postal Tel. Bldg.,
CHICAGO.

Long Distance Phone,
Harrison 2379.

CHICAGO BOARD OF TRADE MEMBERS

W. H. Perrine, Pres. H. F. Harvey, Secy.

W. H. PERRINE & CO.

(Incorporated)

GRAIN MERCHANTS314 Postal Telegraph Bldg., CHICAGO
Telephone Harrison 939Representatives: C. A. Johnson, Ft. Madison, Ia.
W. H. Morrison, Peoria, Ill.

Our experience and personal attention to your business gets the results you want. Try us.

H. M. PAYNTER

Grain Commission—Correspondence Solicited.

402-8 Western Union Bldg., Chicago

All business transacted thru H. W. Rogers & Bro.

W. H. MERRITT CO.
Grain Buyers and Shippers

CORRESPONDENCE SOLICITED

87 Board of Trade, Chicago, Ill.

**CLARK'S
Car Load
Grain Tables**

Seventh Edition Revised and Enlarged

WITH these tables you can quickly check up all reductions and detect and prevent errors, which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables from 20,000 to 75,000 lbs.

Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn, Rye and Flax Seed (56 lbs.), 9 tables, from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather covers with marginal index. Price, delivered, \$2.50.

GRAIN DEALERS JOURNAL 315 So. La Salle St., CHICAGO ILLINOIS**CAIRO BOARD OF TRADE MEMBERS**

H. L. HALLIDAY MILLING CO.

We Handle

WHEAT, CORN AND OATS

Cairo, Illinois

Magee Grain Company
GRAIN

Delta Elevator

CAIRO, ILL.

It is the returns from advertising that permits the maximum of service to our readers. Please specify the **Grain Dealers Journal** when writing an advertiser.**Halliday Elevator Company**MEMBERS: Chicago Board of Trade
Cairo Board of Trade**GRAIN**Facilities for handling your shipments
to good advantage in either market

Send us your Hedging trades to Chicago

HALLIDAY ELEVATOR CO.
56 Board of Trade, Chicago**HALLIDAY ELEVATOR CO.**
CAIRO, ILLINOIS

BUFFALO CORN EXCHANGE MEMBERS

Alder-Stofer Grain Co.

CONSIGNMENTS
A SPECIALTY

BUFFALO, - N. Y.

"The permanent success of our business depends on our customers' continued satisfaction. Our business has been established forty years."

GRAIN SHIPPERS, lend us your ears, so that we might tell you how you can BEST promote your interest by consigning your Grain to

The Churchill Grain & Seed Co.
BUFFALO, NEW YORK

Buffalo Cereal Company

BUYERS OF
WHITE CORN, YELLOW CORN
and **WHITE OATS**
BUFFALO NEW YORK

PRATT & CO.

Grain Commission Merchants
Correspondence Solicited

817-829 Chamber of Commerce
BUFFALO, N. Y.

REMEMBER

When making consignments to Buffalo, that I do a
STRICTLY COMMISSION BUSINESS
W. G. HEATHFIELD
Member of Corn Exchange **BUFFALO, N. Y.**

THE TOWNSEND-WARD CO.
GRAIN COMMISSION

633 Chamber of Commerce, BUFFALO, N. Y.
Consignments Solicited.
Personal Attention Given All Shipments.

Electric Elevator & Milling Co.
RECEIVERS and SHIPPERS

GRAIN
Consignments Solicited
319 Chamber of Commerce, BUFFALO, N. Y.

A. W. HAROLD
GRAIN

BARLEY

A SPECIALTY
717 Chamber of Commerce, Buffalo, N. Y.

S. M. RATCLIFFE

Grain, Hay and Straw

Chamber of Commerce, Buffalo, N. Y.
Consignments Solicited

BURNS GRAIN CO.

BIDS SENT ON APPLICATION.

CONSIGNMENTS SOLICITED.

SHIPPERS

EASTERN GRAIN COMPANY
BUFFALO, N. Y.

MEMBERS OF
CHICAGO BOARD OF TRADE BUFFALO CORN EXCHANGE GRAIN DEALERS' NAT'L ASSN.

RECEIVERS

CORRESPONDENCE INVITED.

RETURNS RENDERED PROMPTLY.

CINCINNATI CHAMBER OF COMMERCE MEMBERS

ASK for Our Market Letter

PAUL VAN LEUNEN & CO.
GRAIN AND HAY

CONSIGNMENTS SOLICITED

CINCINNATI, O.

DECATUR, ILL.

CINCINNATI GRAIN CO.

Commission Merchants
GRAIN, HAY and FEED
CINCINNATI, OHIO

ROBINSON'S Telegraphic Cipher Code (Revised)

Is more extensively used by
Grain and Provision Dealers
than all other codes combined. It is compact, small and can be easily carried in the pocket. Get the latest edition; by using it your messages will be understood, you will save time and expense.

Price, leather, gilt edges, \$2.00.

Your name in gilt letters on front cover, 25c extra.

GRAIN DEALERS JOURNAL
255 La Salle St. CHICAGO, ILL.

DUPLICATING SCALE TICKET BOOK

No. 62 is designed especially for country dealers who use scale tickets. It is a book 9x12 inches, check bound in heavy board covers. It contains 200 sheets, 100 white sheets being interleaved with 100 manila sheets. On one side of the white sheets are printed 8 scale tickets and the sheet is perforated so that each ticket can easily be removed. Each ticket is printed, ruled and spaced for the following information: Date; Bot of; Price per Cwt; Price per bu.; Driver on, Off; Gross; Tare and Net Lbs.; Net Bus.; Weigher. A sheet of carbon is placed between the white and manila sheets, so that the weigher tears out a ticket and gives to each driver, retaining a carbon copy of it. 800 tickets in each book with a rubber stamp for quickly filling in name of buyer. Price \$1.25.

GRAIN DEALERS JOURNAL,

La Salle St., Chicago, Ill.

MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

The VAN DUSEN-HARRINGTON Co.
GRAIN COMMISSION

Write for prices and samples. We solicit your consignments and futures business.

Minneapolis Winnipeg Duluth

Uniformly good results by shipping grain and sending orders for futures to

WERNLI-ANDERSON CO.
Minneapolis, Minn.**H. L. HANKINSON & CO.****GRAIN COMMISSION**

Solicit Your Consignments

MINNEAPOLIS

MILWAUKEE DULUTH

For **RIGHT GRADES** Ship **Johnson Olson Grain Co.**
GOOD PRICES**Fraser Smith Company**
i n e s t s e r v i c e C o n s i g n m e n t s**Duluth :: Minneapolis :: Milwaukee**SHIP TO
H. POEHLER CO.

EST. 1855

GRAIN COMMISSION
MINNEAPOLIS DULUTH**J. H. Riheldaffer Co.**153 Chamber of Commerce Annex
MINNEAPOLIS**Grain Commission**Careful personal attention given
to consignments.

E.L. WELCH COMPANY
GRAIN COMMISSION.
MINNEAPOLIS AND DULUTH.

Now
about
that
next
car
?**GOULD
ELEVATOR
COMPANY**

MINNEAPOLIS

*Then it's always the next,
there's no question.***INTERNATIONAL GRAIN CO.**

MINNEAPOLIS, MINN.

Receivers and Shippers of ALL KINDS OF GRAIN*Consignments Solicited*

Send Samples—Barley—Oats—Flax and Low Grade Wheat for Quotations

We have induced reliable advertisers to talk to you.
If they interest you, mention that you saw it in The**Grain Dealers Journal**

PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS

Established 1863
E. L. ROGERS & CO.
COMMISSION MERCHANTS
 Grain, Hay, etc. Consignments a Specialty.
 358 Bourse Building
PHILADELPHIA, PA.

L. F. MILLER & SONS
 Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC
 CONSIGNMENTS SOLICITED
 Office 2051 N. Broad St., PHILADELPHIA, PA.

See LEMONT before you sell that
CORN
 Our trade wants it. Buy outright or handle on Commission.
E. K. LEMONT & SON
 Bourse Bldg. Philadelphia, Pa.

CORN and oats in split cars find a ready market here.

M. F. BARINGER THE BOURSE 502-3-4 **PHILADELPHIA**

E. E. DELP GRAIN CO.

ELEVATOR AND MILLS
 BOURBON, INDIANA
 Eastern Office • Philadelphia, Pa.

Advertising

Must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

RECEIVERS, SHIPPERS AND BROKERS.

MCCRAY, MORRISON & COMPANY
 Shippers of Corn and Oats
WHOLESALE GRAIN DEALERS
 When you want QUICK SERVICE, HIGH QUALITY and SATISFACTORY PRICES in this line, consult us.
 None are more able to give you this than we.
 Correspondence Solicited. **KENTLAND, INDIANA**

E. A. GRUBBS GRAIN CO.
 Greenville, Ohio

Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and re-cleaned white oats.

McLane, Swift & Co.

Buyers of Wheat, Corn, Natural and Clipped Oat, Choice Rye. Write for bids. Consignments solicited. Elevator located on M. C. & Grd. Trunk.
BATTLE CREEK :: MICHIGAN

Consign your Hay and Grain to
Benedict Commission Co., Ltd.
 Receivers and Exporters
 Facilities Unsurpassed **NEW ORLEANS, LA.**

CRABBS REYNOLDS TAYLOR CO.
 GRAIN AND CLOVER SEED
CRAWFORDSVILLE INDIANA

Hughes Warehouse & Elevator Co.
NASHVILLE, TENN.
 Grain, Hay, Millfeed, Flour

LANGENBERG Hay and Grain Co.
NEW ORLEANS, LA.
 Consignments Solicited
 Branch of Langenberg Bros. & Co., St. Louis, Mo

W. F. HECK & CO.
 Will handle your consignments on regular terms, or buy outright
GRAIN, HAY, STRAW and MILL-FEED
 Car or mixed car lots
 727 Wabash Bldg. **PITTSBURGH, PA**

EDWARD KELLY
 Wholesale Grain and Commission Merchant
 In the heart of the Kansas turkey wheat and Kafir corn district.
 Member Wichita Board of Trade—
 Kansas Grain Dealers Assn.
 Your Orders Solicited **Wichita, Kan.**

STOCKBRIDGE SERVICE SATISFIES
 "That's the Reason"
Stockbridge Elevator Co., Jackson, Mich.

BALDWIN GRAIN COMPANY
 GRAIN BROKERS
 BUYERS OF CAR LOTS
 R. C. BALDWIN, Mgr. **BLOOMINGTON, ILL.**

L. E. SLICK & CO.
 402-405 Livingston Bldg., Bloomington, Ill.
CASH GRAIN
 We Buy Grain for All Markets.
 Both Phones. Get Our Prices.

WILLIS E. SHELLEN
 Wholesale Grain
JACKSON MICHIGAN

GIPHER CODES

We carry the following cipher codes in stock and can make prompt delivery

Robinson's Cifer Code, leather	-	-	2.00
Hay and Grain Cifer Code	-	-	1.00
A. B. C. Code, 5th Edition	-	-	7.00
Baltimore, Export Cable Code	-	-	8.00
Companion Cable Code	-	-	5.00
Riverside Code, 5th Edition	-	-	3.00
Universal Grain Code	-	-	3.00
American Seed Trade Assn.'s Code	-	-	2.00
Stewart's International Code	-	-	.25

For any of the above, address
GRAIN DEALERS JOURNAL,
 315 So. La Salle St., **CHICAGO, ILL.**

WE HANDLE all kinds of grain and feed; also make a specialty of off grade and sample wheat, feed barley, kafir corn, etc.
 Correspond with us. Think it will pay you.

THE D. W. RANLET CO.
 708 Chamber of Commerce **Boston, Mass.**

Paul Kuhn & Co.
 Receivers and Shippers of
GRAIN
 Terre Haute and Evansville, Ind.

MATTHEW D. BENZAQUIN
GRAIN AND FEED
 Brokerage and Commission
 Domestic and Export
 505 Chamber of Commerce, **BOSTON, MASS.**

PEORIA BOARD OF TRADE MEMBERS

T. A. GRIER

W. T. CORNELISON

T. A. Grier & Co.

(Members of Peoria and Chicago Board of Trade)

Grain Commission Merchants and Shippers**Rooms 18-19-20-22****Chamber of Commerce****PEORIA, ILLINOIS**

We make bids on grain to arrive in all territory tributary to Peoria. Consignments solicited where holders prefer consigning to accepting our track bids.

We furnish daily quotations on corn and oats for prompt shipment, delivered at all Eastern or Southern Points.

PHILO. B. MILES, Pres.
CHAS. C. MILES, Vice-Pres.
JOS. C. MILES, Treas.
WM. S. MILES, Sec'y.
GRANT M. MILES, Asst. Sec'y.

ESTABLISHED 1875
INCORPORATED 1910

P. B. & C. C. MILES

GRAIN COMMISSION

Successfully Engaged in Handling Grain at Peoria for 37 Years

**ROOMS 36 & 37 CHAMBER OF COMMERCE
PEORIA, ILL.**

PEORIA BOARD OF TRADE MEMBERS

SAY all you Grain Men, while in Peoria drop in and see C. H. Feltman. He'll be glad to see you, and hopes you'll be glad to see him. He does a General Commission and track buying business since 1887. His office is in the Chamber of Commerce. F. L. Wood is Assistant Mgr.

PEORIA
S. C. Bartlett Company

16-29 Board of Trade

Receivers and Shippers of

GRAIN

Consignments solicited. No shipments too small and none too large for us to handle.

Reference: Any Bank or Banker

PEORIA BOARD OF TRADE MEMBERS

James E. Bennett & Co.

MEMBERS CHICAGO BOARD OF TRADE
ST. LOUIS MERCHANTS EXCHANGE PEORIA BOARD OF TRADE

COMMISSION MERCHANTS

Wheat, Corn, Oats, Provisions Stocks and Cotton

Grain Shipments Solicited to

CHICAGO ST. LOUIS PEORIA

400-405 Postal Building, Chicago

ASK FOR BIDS

211 Chamber of Commerce, St. Louis, Mo., E. W. LANSING, Manager

Chatsworth, Ill.
Jacksonville, Ill.
Kankakee, Ill.
Kewanee, Ill.

Forest, Ill.
Astoria, Ill.
Macomb, Ill.
Louisiana, Mo.

Moweaqua, Ill.

Gibson, City, Ill.
Bushnell, Ill.
Monmouth, Ill.
Fowler, Ind.

Decatur, Ill.
Pittsfield, Ill.
Nokomis, Ill.
Goodland, Ind.

Galesburg, Ill.

Litchfield, Ill.
Quincy, Ill.
Wateska, Ill.
Streator, Ill.

324 So. Washington St.,

PEORIA

Rotunda New Jefferson Hotel

J. Herbert Ware

Edward F. Leland

WARE & LELAND

CHICAGO

Private Wires

Fast Service Which is at Your Disposal

PEORIA BRANCH--11-12 Board of Trade

"Your Interests are Our Interests"

Ship Us Your Grain

Members Chicago Board of Trade—New York Stock Exchange

PEORIA BOARD OF TRADE MEMBERS

Coming to Peoria?

You're missing half your life if you don't, and you will miss half your life if you do — and fail to call on

**Buckley
Pursley &
Company**

Commission Merchants

Chamber of Commere, PEORIA, ILL.

"There's Welcome on the Mat"

Welcome to Our City

and doubly welcome to make
our office your headquarters

**Rumsey, Moore & Co.
GRAIN COMMISSION**

Close personal attention given
every consignment, experienc-
ed ability for its satisfaction,
and highest prompt returns
for your contined patronage.

BOARD OF TRADE
PEORIA, ILLINOIS

PEORIA

cordially invites you to her city.

The Illinois Grain Dealers Association

needs you at their Annual Meeting.

TYNG, HALL & Co.

request that you make their office your office.
Have your mail come there during your stay—

and most important to become
acquainted with the firm itself.

CONSIGNMENT SPECIALISTS

BOARD OF TRADE

PEORIA, ILL.

PEORIA BOARD OF TRADE MEMBERS

W. W. Dewey & Sons

are located in Peoria for a successful handling of a grain commission business.

W. W. Dewey & Sons

are located in 26, Chamber of Commerce Bldg., for convenience in connection with the Board of Trade.

W. W. Dewey & Sons

are advertising to attract your attention.

W. W. Dewey & Sons

are after your business.

Commission Merchants, - Peoria, Ill.

**Warren
Commission
Co.**

Peoria

GRAIN

GOOD SERVICE ALWAYS.

Rooms 7-9

Chamber of Commerce

**A Hearty Welcome**

to every
grain man



*Attending the Annual
Meeting of the Illinois
Grain Dealer's Ass'n at
Peoria, June 11 and 12.*

JOHN THODE

"The Consignment Man"

Chamber of Commerce
PEORIA

**Headquarters**

FOR THE ANNUAL MEETING OF THE
**Illinois Grain
Dealers Association**

June 11th and 12th at Peoria, Ill.

All meetings, and officers of the
Association's Officers will be in
PEORIA'S NEW HOTEL

THE JEFFERSON

FIRE PROOF. EUROPEAN PLAN. EVERY
ROOM WITH BATH \$1.50 PER DAY AND UP.

2 EXCELLENT CAFES

"YOU WILL LIKE THE JEFFERSON"

PEORIA BOARD OF TRADE MEMBERS

Mueller Grain Company

RECEIVERS and SHIPPERS

GRAIN and HAY

We solicit your consignments on the basis of merits alone because we know that no firm in the grain business has better facilities for the proper and profitable handling of your business than we have.

Give us a trial and let us convince you by actual results.

Track bids made on request.

**Room 39 Chamber of Commerce
PEORIA, ILLINOIS**

Man—

can only put his *best efforts* into one subject

F. W. Arnold & Co.

*are
Strictly
Commission
Merchants*

Consignments of and Orders for Grain Solicited.

We spare no expense in keeping you posted.

Telephones—

Interstate 537

Bell 3831

Ask for our daily market letter.

**Chamber of Commerce
Peoria, Ill.**

Thirty years spent in grain business.

MILWAUKEE CHAMBER OF COMMERCE MEMBERS

Grain Dealers

It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

L. BARTLETT & SON CO.
Milwaukee Chamber of Commerce

**STACKS & KELLOGG
GRAIN MERCHANTS**

909-11 Railway Exchange Bldg., MILWAUKEE, WIS.
We also handle all grades of chicken feed wheat feed barley, screenings, off-grade and damaged grain.

M. G. RANKIN & CO.

SHIPPERS OF
**GRAIN, DAIRY FEEDS
AND POULTRY FEEDS**
MILWAUKEE, WISCONSIN

**Clark's Grain Tables for
Wagon Loads
TWELFTH EDITION**

The best and most complete edition of these popular reduction tables ever issued.

It contains 16 grain tables and two pages of freight tables all printed from heavy-faced type in two colors on 175-pound Manila stock. It is reinforced at back with silk cloth.

It has a string loop attached so it can be hung up beside the scale beam. Marginal index for quickly finding table wanted.

All reductions are complete on one page. It has a range from 100 to 4,090 lbs. on 10-pound breaks.

The tables show the following reductions:
Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed, 45 lbs. Barley, Hungarian Grass Seed and Corn Meal at 48 lbs. Barley at 50 lbs. Shelled Corn Rye and Flax Seed at 56 lbs. Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs. Wheat, 60 lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at 70 lbs., 72 lbs., 75 lbs and 80 lbs per bu.

Freight table shows rate per bushel at 60, 56, 48 and 32 lbs. per bu. when the rate per 100 lbs. is 1 to 30¢ cents in ½ cent rises.

Price, postpaid, 50 cents

GRAIN DEALERS JOURNAL
La Salle Street CHICAGO, ILL.

CHICAGO MINNEAPOLIS
J. V. LAUER & CO.
Grain Commission
BARLEY A SPECIALTY

Ship us your next car.

Chamber of Commerce
MILWAUKEE, WIS.

RYE: CHOICE GRADES
FRANKE GRAIN CO.
415-417 Chamber of Commerce MILWAUKEE, WIS.
BROKERS—FEED AND GRAIN

E. G. HADDEN CO.
FUTURES
WHEAT, CORN AND OATS
DAILY and WEEKLY PRIVILEGES
13 Chamber of Commerce, Milwaukee, Wis.
Send for "Seed Time and Harvest."

B. G. ELLSWORTH

500 Mitchell Building, MILWAUKEE, WIS
23 years experience in Milwaukee market.
Consignments and shipping orders given special attention.

Satisfactory
ales
superior
ervice

Mereness & Potter Co.
**Grain
Commission
Milwaukee, Wis.**

Moline Grain Dryer

Will remove all bad odors, mold, dampness and mustiness from all kinds of seed or grain without affecting its germinating, milling or food qualities.

There are no pipes to hinder the flow of grain and none of it is injured by being held too long and being subjected to too much heat.

The hot and cold portions are completely separated.

Is arranged with mechanical discharge which gives the operator complete control of the character of the work.

Built to suit the requirements of any situation or capacity.

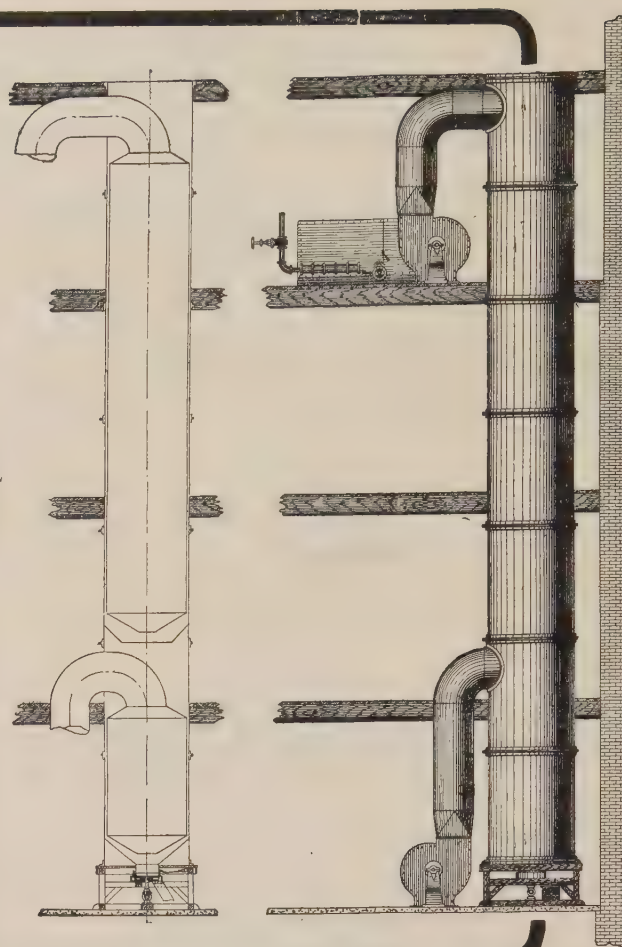
Send for detailed information.

BARNARD & LEAS MFG. CO.

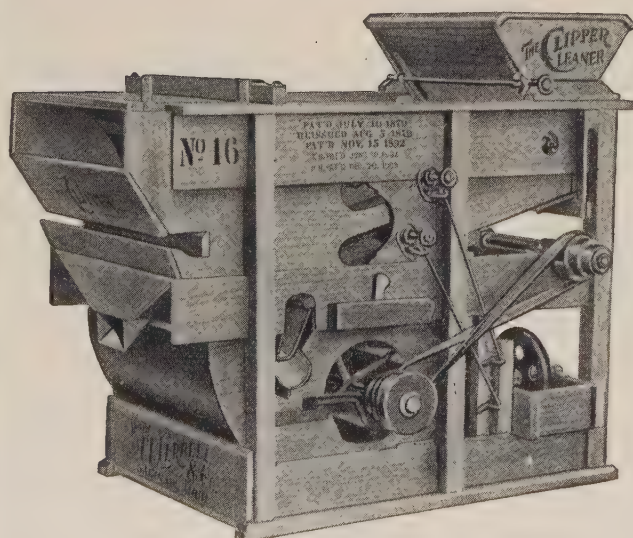
MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



The No. 16 Clipper Seed and Grain Cleaner



This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

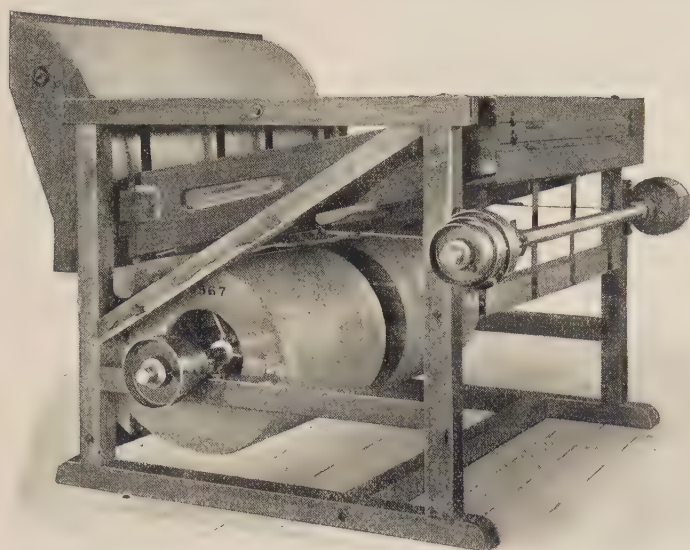
This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.

A. T. FERRELL & CO.

SAGINAW, W. S.

MICH.

"EUREKA" Upblast Cleaner



Just The Thing!

This machine is for small country mills and elevators. It does surprisingly good work with very little power, and is very well made.

Whereas, in nearly all other Separators air is employed in the form of a **suction**, in this, it is applied in the shape of a vertical **blast**.

By use of extra sieves the machine can be used for cleaning a great variety of grain and seeds.

*Fully described in
our new 250 page Catalog.
Send for a Copy. FREE.*

The Eureka Works is the largest establishment in the world devoted to the exclusive production of machinery for handling grain and seeds.

The S. Howes Company, Inc.

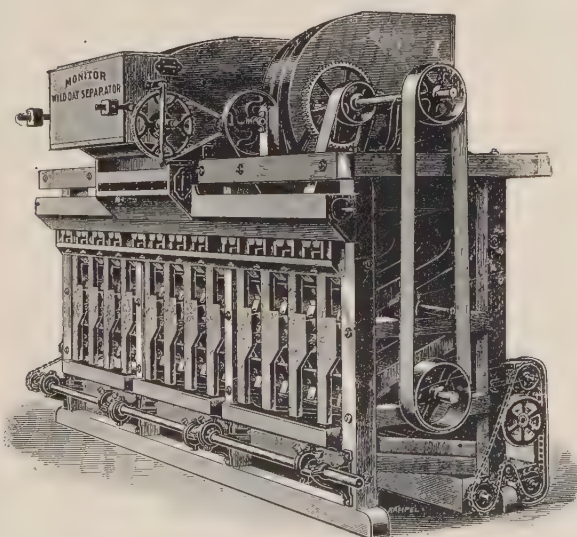
EUREKA WORKS

SILVER CREEK, N. Y.

REMOVES ALL OF THE OATS

FROM

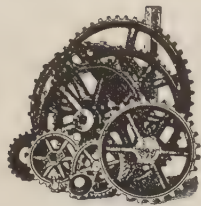
Wheat, Barley or Rye



"MONITOR" OAT EXTRACTOR

Look at the illustration again. It is worth while to remember this is the **first** machine which successfully removes **all of the oats** from wheat, barley or rye. An entirely new method and superior to anything you have ever seen. With those oat extracting devices which you have seen in the past there is much good grain sacrificed in making a separation of oats from other grains—with this new "Monitor" it's different. Let us send you our new catalog No. 45 and show you wherein we have a more economical and much more efficient oat extractor than you have ever come across heretofore. If you have any oat separations to make we can save you considerable on every bushel of grain handled.

HUNTLEY MFG. CO., Silver Creek, N. Y.



SPROCKET WHEELS
Plain, Split or with Clutches



By comparison the best. Full line of
WAGON, HOPPER AND DUMP SCALES



PULLEYS
Cast Iron, Steel, Rim, Wood
Split, Friction Clutch



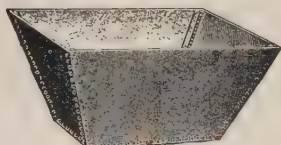
CUP BOLTS
All kinds



GRAIN TESTERS
All sizes



BELTING
Rubber and Leather



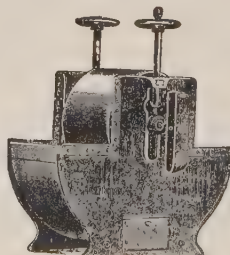
BOOT PANS
All sizes



SALEM CUPS



SPROCKET CHAIN
All sizes



CAST IRON BOOTS
Adjustable. All sizes.



LOADING SPOUTS
Best material. Made in any size.

LARGEST STOCK

Grain Elevator Machinery and Supplies

LOWEST PRICES

SHEAVE WHEELS
TRANSMISSION ROPE
DISTRIBUTING SPOUTS
INDICATOR STANDS
SPIRAL STEEL CONVEYOR
CONTROLLABLE WAGON DUMP
PLAIN DUMP IRONS
EAR CORN FEEDERS
FEED MILLS
MAN LIFTS, ETC.

Get Our Prices on Gasoline Engines and
Automatic Scales Before Buying. We
Will Save You Money.

SPECIAL PRICES ON COMPLETE
ELEVATOR EQUIPMENT.

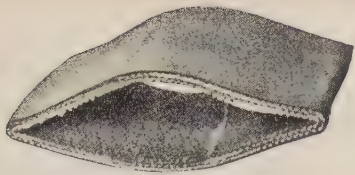
Can we favor you with a copy of our Handy
Net Price Catalog?

Everything in the Elevator

CAN BE HAD FROM THE

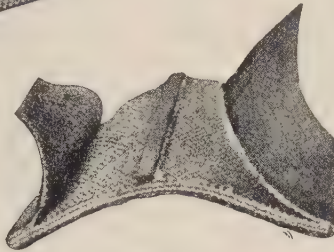
American Supply Co.

OMAHA NEB.



Ask Us
About It

Opened plies
and split
seams are
nothing new
to you—they're a common
occurrence to non-users of



Salisbury "R.F. & C."

SOLID WOVEN RUBBER BELT

"R. F. & C." can't split or open—it's impossible—
Ask the user.

"R. F. & C." is not ordinary rubber belting—no plies
no seams—filled and covered with rubber—greatest
pliability—least stretch. It is the belting for every
user. Sample will convince you—can we send it?

W. H. Salisbury & Co., Inc.
ESTABLISHED 1855
Manufacturers and Distributors High Grade
Leather and Rubber Belting. Hose Packings, etc.
CHICAGO, ILL.

Are you still using rubber belting, or
canvas made the same way it was 50 years
ago with only one set of stitching? If you
are, it's high time we told you about

Rexall Double Stitched Belting

"double-stitched"

For
Elevating
Conveying
Heavy
Transmission



Trade Mark Registered

Double
Stitched

MEANS

Double
Life

Rexall Double Stitched Belting is made by first stitching the inner plies—
next putting on the cover, and then giving it a second set of stitches

It costs no more than the ordinary canvas or rubber
belt, but is guaranteed to last three times as long.

Write for sample, booklet, testimonials, etc.

IMPERIAL BELTING COMPANY

166-168 West Kinzie St.
Chicago, Ill.

"Everything in Belting"



Your grain dealer friend is
going to stay at the

Hotel English

Are you?

Official Headquarters for
the Annual Meeting of the

Indiana Grain Dealers Association

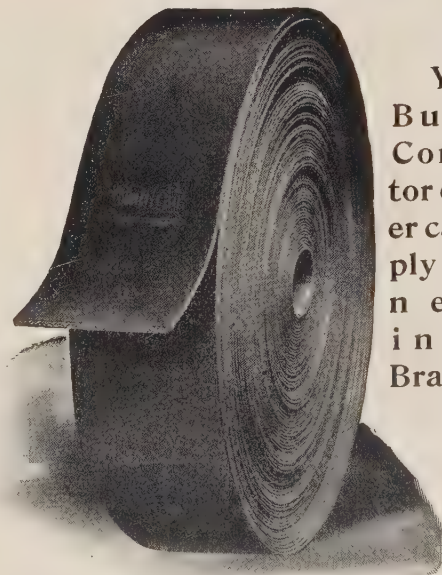
Indianapolis, Indiana
June fourteenth and fifteenth

Assure yourself the most pleasant and comfortable
time by making an early reservation

Indianapolis

Monument Place

Mohawk Rubber Belting



Your
Building
Contractor or dealer
can supply your
needs
in this
Brand.

The Gutta-Percha and Rubber Mfg. Co.

Chicago,

Illinois

GRAIN ELEVATOR BUILDERS

Burrell builds the best



There's a Burrell elevator near you

Let us send you our list of 53 contracts executed last year. Go and inspect the one nearest to you. A completed Burrell elevator is our biggest argument.

Modern, durable and convenient, with a low operating and construction cost.

If you are going to build, repair or improve it will pay to let us know.

BURRELL ENGINEERING & CONSTRUCTION COMPANY
Stock Exchange Building CHICAGO



DECATUR CONSTRUCTION CO., Inc.

Designers and Builders of
GRAIN ELEVATORS
And Coal Handling Plants,
Warehouses, Etc.

Correspondence Solicited.

510-512 WAIT BLDG.,
DECATUR, ILLINOIS.

ABSOLUTELY FIREPROOF



Every part
reinforced
concrete

Not Costly.

Any number
hoppered
bins spouting
direct to car

No
Insurance

Lasts forever

For cost and
details, send to

Appleton, Wis

FINTON CONSTRUCTION CO.

You can get

A MODERN ELEVATOR for the asking

W. H. CRAMER, St. Paul, Nebr.

W. H. WENHOLZ

Contractor and Builder of

Grain Elevators and Feed Mills

Write for plans
and specifications

513 Wait Bldg., Decatur, Ill.
1212 50th Ave., Cicero, Ill.

O. J. LEHRACK, Contractor and Builder of Grain Elevators
KANSAS CITY, MISSOURI

When In Peoria Combine Business and Pleasure

We know that it will be an advantage to your business, and possibly a matter of personal pleasure for you to become acquainted with the best and most modern ideas in grain elevator and mill construction. A most cordial invitation is extended you to call on the

O. P. HIETT COMPANY

Designers and
Builders of

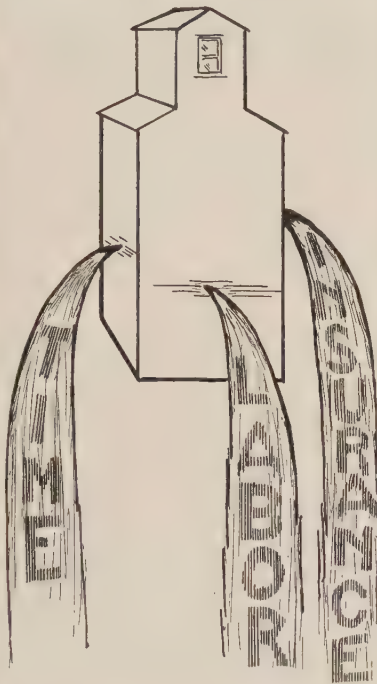
GRAIN ELEVATORS of Any Size
or Capacity

PLANS AND SPECIFICATIONS A SPECIALTY

Our elevators are so designed that the cost of operating and maintaining same is minimized by arrangement and adaptability to the need of the business. Let us know if you are going to build an elevator or remodel your old one and we will save you money and guarantee you satisfaction in the construction of the work.

PEORIA, ILLINOIS

GRAIN ELEVATOR BUILDERS



The three leaks

that drain heavily
on the grain man's
profit—

**Save Time
Save Labor
Save Insurance**

By having your
elevator designed
and built by

**P. H. PELKEY
CONSTRUCTION
COMPANY**

OWNERS

G. C. Christopher A. C. Ryders
115 North Emporia Ave.
WICHITA, KAN.

C. H. Birchard
CONTRACTOR OF **Grain Elevators.**
Especially Designed for Economy
of Operation and Maintenance
LINCOLN, NEB.

DO YOU WANT?
a modern and up-to-date
elevator? Then write to
J. A. H. Whaley, Sedalia, Mo.
"Builder of Modern Elevators"
Plans and Estimates on request.

**Central
Construction Co.**
Builders and Designers of
Grain Elevators, Warehouses, Etc.
Wood and Concrete Construction
Mill and Elevator Supplies
OFFICE, 307 BUTTS BLDG.
WICHITA, - KANSAS

WHEN YOU WANT ANYTHING AND DON'T
KNOW WHERE TO FIND IT
WRITE BUREAU OF INFORMATION.
GRAIN DEALERS JOURNAL CHICAGO, ILL.

Claims Railroad Book

This book is designed to facilitate the making of Claims against railroads and keeping a complete record of them. There are four forms arranged so a carbon copy can be kept of each claim, as follows:

Form A—Loss of weight in transit.

Form B—Loss in market value due to delay.

Form C—Loss in quality due to delay in transit.

Form D—Loss in market value due to delay in furnishing cars.

This book will save its price many times over by economizing time and labor, and insuring an accurate and complete record.

ORDER FORM 411.
PRICE \$1.25.

**Grain Dealers
Journal,**
La Salle Street,
CHICAGO, ILL.

B. J. CARRICO

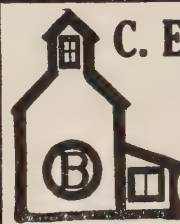
Designer and Builder of
Flour Mills and Grain Elevators
1501 Commerce St., FORT WORTH, TEX.

STEEL GRAIN TANKS

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success. We do it.
Wm. Graver Tank Works, East Chicago, Ind.

A. H. RICHNER

Contractor of Grain Elevators,
Supplies and Chain Grain Feeders
CRAWFORDSVILLE, IND.



C. E. Bird & Co.
MINNEAPOLIS

Elevator and Mill
Builders

16 Years'
Practical Experience

**Reinforced Concrete Grain Elevator, Feed
Mill and Warehouse, built in 1910 for
Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and
Warehouses. We prepare plans and make
lump-sum price for the complete work.**

MONARCH ENGINEERING CO.

Chamber of Commerce

BUFFALO, N. Y.

GRAIN ELEVATOR BUILDERS

**REAL builders of
REAL elevators**

YOUNG LOVE CONSTRUCTION CO.

218-219 Grain Exchange
SIOUX CITY, IOWA

OLSON BROTHERS & CO.

ENGINEERS and CONTRACTORS

Grain Elevators, Flour Mills
and Complete Plants for handling
Coal, Sand, Gravel, Ores,
Ashes, etc.

Phone Humboldt 2373
2418-22 Bloomingdale Ave.
CHICAGO ILL.

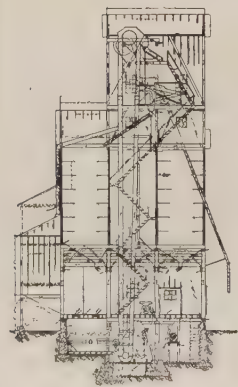
R. M. Van Ness Construction Company
Designers and Builders of
MODERN GRAIN ELEVATORS
Plans submitted. Correspondence solicited.
Offices at
LINCOLN, NEBR., and FAIRBURY, NEBR.

Capital Construction Co.

Will build your elevators right. See
them before letting your contract.

Phone M. 5930 - - Wichita, Kans.

A Want Ad in the JOURNAL
printed,
Brings Business, Gets Results
Unstinted.



greater number of years, with never varying operating cost and grain handling satisfaction.

Any kind of an elevator, any size, any capacity, any price, any work whatever, if desired well done, should be done by

L. J. McMillin

Grain Elevator Engineer and Contractor
BOARD OF TRADE INDIANAPOLIS, IND.

ELEVATORS

For People Who Care

What you want; when you want it. Better Elevators for less cost. All work and materials guaranteed. We want your business.

Morley Bros., Haden & Plott

Designers and Builders

Wichita, Kansas

SET OF BOOKS for Grain Dealers

Form 380 Record of Wagon Loads Bought } PRICE, \$3.00
Form 385 Record of Car Loads Shipped }
GRAIN DEALERS JOURNAL, 315 So. La Salle St., Chicago

TONS to Dollars and Cents

Shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. Well printed on good paper, and bound in cloth; marginal index. Size 4½x8½ inches, 110 pages. Price \$1.00.

GRAIN DEALERS JOURNAL, La Salle St., CHICAGO, ILL.

Every Cent

invested in a

Reliance Elevator

is assured of a satisfactory dividend for the investor.



It is poor business policy to invest an extravagant sum of money for the construction and equipment of an elevator, where the grain business will but warrant one of more moderate price.

It is also poor business ethics to be miserly in expense and have a poor barn where the grain business will demand a first-class plant.

A RELIANCE ELEVATOR FITS YOUR NEEDS. Plans and estimates are drawn up in proportion to your business, and every cent invested in construction cost will be realized on.

"Rely on the Reliance"

Investigate our reputation, inspect our work, see our plans and write for specifications and particulars.

Reliance Construction Co.

Indianapolis, Ind.

GRAIN ELEVATOR BUILDERS

Grain Elevators

Warehouses Seed Houses
WOOD OR FIRE PROOF

T. E. IBBERSON

Elevator Builder

Minneapolis

Minn.

FIRE PROOF STEEL GRAIN ELEVATORS AND STORAGE TANKS



Almost anywhere between the Mississippi and the Pacific Coast, you will find elevators like these that we have built.

We have the largest plant in the West for manufacturing steel work and Machinery of all kinds.

We Are Designers and Builders

MINNEAPOLIS STEEL & MACHINERY CO.

MINNEAPOLIS, MINN.

Denver, Colo.
Seattle, Wash.

Spokane, Wash.

Salt Lake City, Utah
Butte, Mont.

L.O. HICKOK & SON

ENGINEERS and CONTRACTORS
for ELEVATORS
FIREPROOF STORAGE
Minneapolis, Minn.

JOHN S. METCALF CO.

GRAIN ELEVATORS
ENGINEERS CONSTRUCTORS
Plans and Specifications a Specialty.
Montreal, Que. Chicago, Ill.

Grain Storage Construction Co.

Mutual Life Bldg., BUFFALO, N. Y.
Builds Steel and Concrete Elevators
Write Us for Catalogue

A LONG LINE OF LEADERS
and every one a satisfactory success. Yours
will be if built by

GEO. A. SATHOFF, Elevator Builder
Pontiac, Illinois

Macdonald Engineering Co.

DESIGNERS AND BUILDERS OF
GRAIN ELEVATORS
Monadnock Bldg., CHICAGO, ILL.

GRAIN ELEVATOR

Designing and Construction
Made a Specialty

Witherspoon-Englar Co. Monadnock Bldg.
CHICAGO



St. Lawrence Flour Mills Co., Limited.
Montreal, Quebec

This very complete plant recently constructed by

The Barnett & Record Company

Minneapolis - Minnesota
Fort William - Ontario
Duluth - Minnesota

Write us for designs and estimates.

JAMES STEWART & CO.

CONTRACTORS

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



Grand Trunk Pacific Elevator at Fort William, Ontario.
Capacity 3,500,000 Bushels.

GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago

W. R. SINKS, Manager

R. H. FOLWELL, Engineer

We also do General Contracting and have Offices in the following cities.
Write or call on any of them

New York, Hudson Terminal Bldg.

Pittsburg, Pa., Henry Oliver Bldg.

San Francisco, Cal., 709 Mission St.

Canadian Stewart Co., Ltd., Montreal

St. Louis, Mo., Bank of Commerce Bldg.

New Orleans, La., Hibernia Bank Bldg.

Denver, Colo., First National Bank Bldg.

Canada, Eastern Township Bank Bldg.

Fort William, Ontario, Canada

LINK BELT SUPPLY CO.

MINNEAPOLIS, MINN.

MANUFACTURERS OF
DISTRIBUTING AND FLEXIBLE
SPOUTS. BOOT PANS, STACKS AND
TANKS, WAGON DUMPS, MANLIFTS.
ALL KINDS OF TRANSMISSION CON-
VEYING AND ELEVATING MACHINERY

A FULL STOCK CARRIED.
GET OUR PRICES.

Shippers' Record Book

is designed to facilitate the book-keeping of grain shippers and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2900 carloads.

At top of left hand page, in bold-faced type, are the words, "**IN ACCOUNT WITH**" and at top of facing page, is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

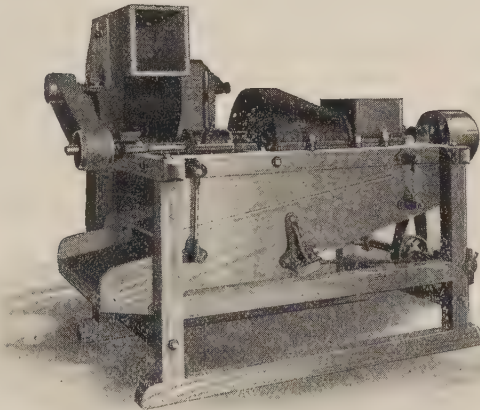
Order Form 20. Price \$1.75

GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.

The SIDNEY Sheller and Cleaner Combined



There is a Reason for it when Grain Dealers write us letters like the following:

Belle Center, Ohio, February, 16, 1912.

Gentlemen:—

In 1909 we purchased one of your Combined Shellers and Cleaners, and beg to say that it has given the very best of satisfaction in every particular.

It has always been a difficult matter to obtain a sheller that would do a complete job of shelling Pop Corn until we purchased this one of you. We can also do as good work as the average Cleaner in getting oats ready for the market.

We have given this Sheller some very rough usage for the past three years and have not had to purchase as much as a bolt for it.

Respectfully,

HEALY BROS.

The Philip Smith Mfg. Co.

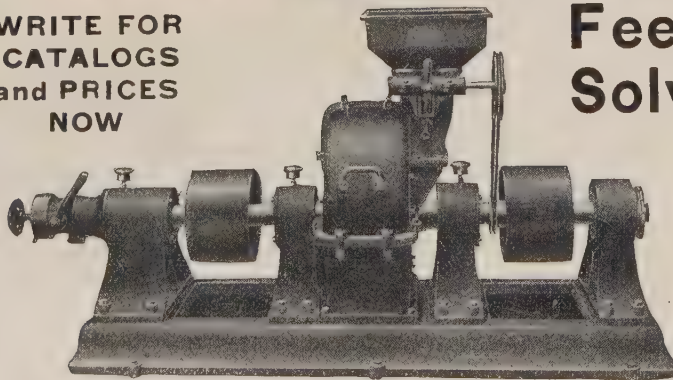
SIDNEY, OHIO

Write for Catalogue 25.

A Complete Stock at Enterprize, Kansas

"Monarch" Ball Bearing

WRITE FOR
CATALOGS
and PRICES
NOW



Monarch Ball Bearing Attrition Mill

We manufacture the Largest, Most Improved, and Most Complete Line of Machinery for Flour and Feed Mills, Grain Elevators etc., in the World.

Feed Grinders will always
Solve All Your Troubles

Don't Forget!

ELECTRICALLY

Direct connected motor driven Ball Bearing Feed Grinders and Corn Crackers **Our Specialty**

You cannot afford to operate your plant without one of these "**Monarch**" mills, because of the large amount of power saved or the tremendous increase in capacity that you will obtain with present power. Guaranteed to never get out of tram. **TRY ONE OF THEM NOW**

SPROUT, WALDRON & CO., MUNCY, PA.

WESTERN OFFICE
53 W. Jackson Blvd., Chicago

ESTABLISHED IN 1866
Give Us a Chance to Figure On All Your Needs

THE MILL BUILDERS, P. O. BOX 260
MUNCY, PA.

Pacific Coast Branch
613 McKay Bldg., Portland, Ore.



Arguments May Convince Testimonials Should Prove

that the "WESTERN" line is superior machinery for the success and satisfaction desiring elevator operator.

Would Use No Other Cleaner

Union Iron Works, Marshfield, Ind., Feb. 26, 1912
Decatur, Ill.
Gentlemen:—Your cleaner, which we installed in our plant, is proving very satisfactory. We consider it the best cleaner on the market today, and would use no other than the WESTERN Gyrating Cleaner.
Yours truly, MARSHFIELD GRAIN CO.

High Price on Every Car

BUNYAN & EVANS
Dealers in
LUMBER BUILDING MATERIAL, GRAIN & COAL

Union Iron Works, Hammond, Platt Co., Illinois
Decatur, Illinois, March 9, 1912

Gentlemen:—We have your receipt for remittance of balance due you on the Gyrating Cleaner installed a few weeks ago.

We are well pleased with the results obtained by the use of your cleaner. We have shipped out all of our poorest grain which we have been holding in elevator since January 1st, and results show above 50% of our corn grading No. 3. The moisture test barred many cars otherwise good enough for No. 3 and believe what we have on hand will largely increase the percentage of cars grading No. 3.

ON EVERY CAR CONSIGNED WE HAVE RECEIVED AS HIGH A PRICE AS OBTAINED THAT DAY IN THE MARKET SOLD IN, AND HAVE SEVERAL LETTERS COMPLIMENTING US ON THE CONDITION OF THE GRAIN AND ASSURING US THAT THE CLEANING AND PREPARATION ENABLED THEM TO GET A FANCY PRICE.

We shipped two cars of wheat since installing the cleaner, one car graded No. 1, the other No. 2. Have four cars of oats all grading No. 2 at top figures.

We have the screenings, (aside from dust and cobs) spouted to a bin constructed for the purpose, and at our leisure reclean this and save the best of it, which we sell at a low price (30c per 100 lbs.). This nets us \$1.00 on each 1000 bushels of grain cleaned. THE DEMAND FOR THIS CHEAP FEED KEEPS AHEAD OF OUR SUPPLY, AND THIS ITEM ALONE WILL, IN A FEW MONTHS, PAY FOR THE CLEANER OUT OF WHAT IS USUALLY FIGURED A PART OF THE SHRINKAGE OF CLEANING.

We have an exact record of shrinkage for several years from office to car, without cleaner, and if you care to have it, can later give you our experience as to the real cost of cleaning. Yours very truly,

BUNYAN & EVANS. Per Evans.

Are You Satisfied?

Let us show you the "Western" line—everything from pit to cupola—Let us send catalog.

**UNION IRON WORKS
DECATUR, ILL.**

The Most Economical Method of Handling Grain

And to convey over long distances or elevate to any height, where ordinary conveyors are impractical, is by : : : : : :

AIR

The Pneumatic Conveyor

Will handle, either by suction or pressure—as the case may be—from 20 to 400 tons per hour in the simplest and most economical way.

NO DUST

No Machinery to Break Down.

NO REPAIRS

The least help required.

Low Cost of Installation and Operation.

Suction Unloaders for Cars and Boats

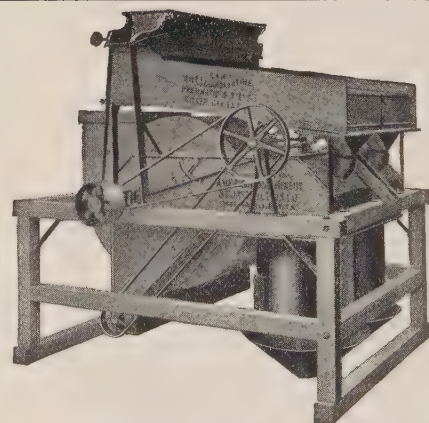
In use in the largest grain shipping ports in Europe for nearly 30 years.

We have 25 years' experience, and are ready to furnish plans and estimates to meet any conditions.

Pneumatic Conveyor Company

INCORPORATED

340 OLD COLONY BUILDING
CHICAGO



The AMERICAN GRAIN CLEANER

It will pay you to install an American Grain Cleaner not because it is a cheaper machine, but because it is a better cleaner.

Better because it will make a greater improvement in the appearance of your grain—

Better because it will make a larger increase in the test weight of your grain without any perceptible shrinkage loss—

Better because it will raise the market value of your grain—

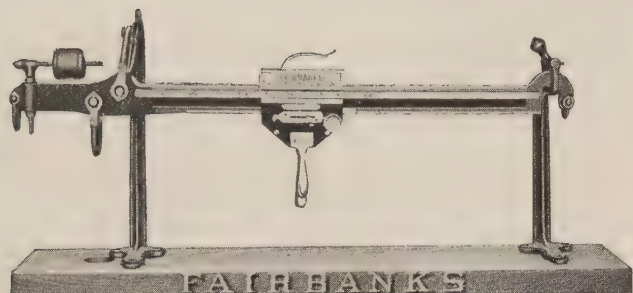
Better because it requires less power, space and attention—

Better because it is simple in design, easy to operate, reliable in its work—

Better for many other reasons which limited space forbids us to mention here, but which we will be pleased to mail you on request.

Write Today—NOW.

**American Machinery & Construction Co.
Milwaukee, Wisconsin**



Fairbanks Scales

With Type Registering Beams

Dispense with all disputes between buyer and seller. Afford protection to both.

Mechanically Perfect
Cannot Make a Mistake

The beam itself records the weight—the operator merely inserts ticket and presses handle.

Convenient, rapid, economical. Full capacity of the scale on one bar.

Write for descriptive folder No. 550GM.

Fairbanks, Morse & Co.

900 So. Wabash Ave., CHICAGO, ILL.

YOUR BUSINESS

can be introduced to the progressive grain dealers of the country under most favorable circumstances (and you will be in good company) by the judicious use of space in the

GRAIN DEALERS JOURNAL



THE OLD WAY

One Man with an ATLAS can easily move a loaded one.

Appleton Car-Mover Co.
Appleton, Wis.

The Atlas Car-Mover

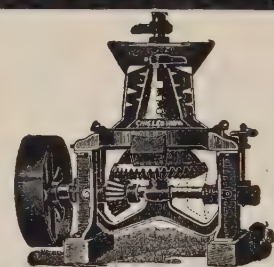
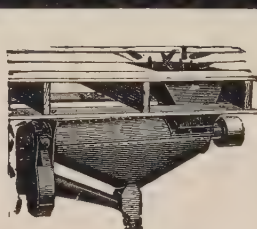
will pay for itself daily and last for years.

Twelve men with a crowbar can hardly move an empty car.

THE NEW WAY

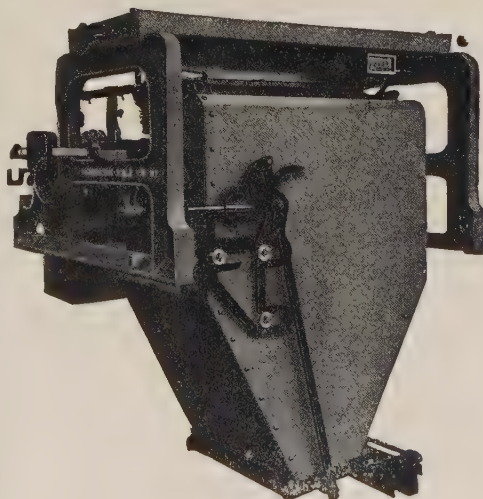


Triumph Corn Sheller and Crusher



THE C. O. BARTLETT & SNOW CO.
CLEVELAND, OHIO, U. S. A.

RICHARDSON WINS



after a lengthy test of Richardson and other automatic scales—by one of the largest companies in America. The Richardson has been given the first place and that company has now just finished installing 70 Richardson Automatic Scales in its numerous plants.

What's the reason? It's because the Richardson is built to last and always gives accurate results. It's built on the equal arm lever principle, and so must be accurate.

There are nearly 10,000 users of Richardson patent automatic scales.

Why not join the crowd?

RICHARDSON SCALE COMPANY

209 SO. STATE ST., CHICAGO.

Passaic,
New Jersey.

410 Third St. So.,
Minneapolis

Box 305,
Omaha.

Box 876,
Kansas City.

Did It Ever Occur to You

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

The Strong-Scott Mfg. Co.

Minneapolis, Minn.

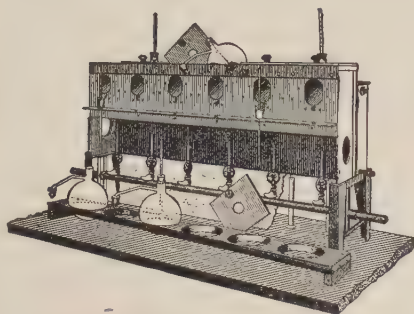
Northwestern Agents for

Richardson Automatic Scales

Invincible Cleaners

Knickerbocker Dust Collectors

WHEN GRAIN IS HIGH, WATCH THE GRADE



Chicago reports 81 cent corn. Now, the buyer should test every carload and see that he gets the desired grade.

The easiest, surest apparatus for testing corn is a

Brown & Duvel Moisture Tester

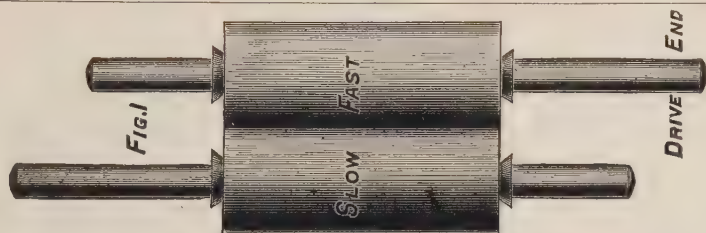
Because of its operative simplicity, its accurate results and every stage of the test being in sight our Brown and Duvel Moisture Tester received the Grand Prize at the Turin Exhibition.

For literature and prices write to

THE KNY-SCHEERER CO., Dept., of Seed Apparatus, 404-410 West 27th St., N. Y.
Chicago Agent: SEED TRADE REPORTING BUREAU, Postal Telegraph Building, Chicago, Ill.
MEET US AT LOUISVILLE

Do You Send Your Rolls To Ehram

Roll corrugating and grinding is a specialty with us, with skilled machinists who "know how," and the largest and best equipped plant in the West, we have facilities to please the most particular head millers.



Any special cut or style turned out to perfection. Favorably located on three important railroads. Ask for diagrams and blanks for sending us your instructions regarding roll work.

J. B. EHRSAM & SONS' MANUFACTURING CO.
ENTERPRISE, KANSAS.

Elevator Supplies

Large Stocks Prompt Shipments

Belting	Lubricators	Sprocket Chain
Hose	Oilers	Shafting
Packing	Car Movers	Hangers
Lacing	Tools	Elevator Bolts, etc.

We have two Catalogs—one for MACHINE SUPPLIES, the other for AUTOMOBILE SUPPLIES. Either or both sent free on request.

PRICES RIGHT
TRY US ON YOUR NEXT ORDER

Graham-Seltzer Company

120-122 Main Street

PEORIA, ILLINOIS

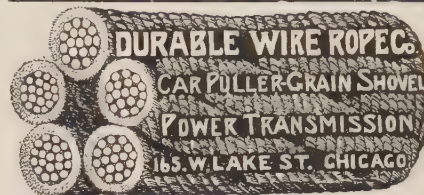
Cover's Dust Protector

Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

124 Perley St., SOUTH BEND, IND.



CYCLONE BLOW PIPE CO.

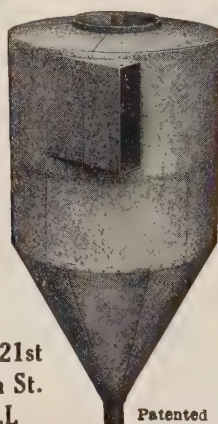
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured, installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems

1001-1015 W 21st St., cor. Morgan St. CHICAGO, ILL



Patented



Saves Half the Power

BECAUSE

There is No-Back-Pressure

The New "1905" Cyclone Dust Collector

Write for Catalog on Dust Collectors

The Knickerbocker Co.

Jackson, Mich.

PEERLESS
GRAIN FEEDERS CAR LOADERS
OVERHEAD DUMPS MAN LIFTS
for continued satisfaction
PEERLESS FEEDER CO.
RHINEHART SMITH, Mgr.
SIDNEY, OHIO
OHIO REPT. FOR UNION IRON WORKS



CAR-LINING BURLAP

To prevent leakage of grain, line cars with "Milwaukee Burlap"—it will save you dollars and trouble. Write for prices and samples.

MILWAUKEE BAG CO., Milwaukee, Wis.



BOWSHER

(Sold with or without Elevator)
CRUSH ear corn (with or without shucks) and GRIND all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

LIGHTEST RUNNING

(Our circular tells why)
Handy to Operate. Ten sizes 2 to 25 Horsepower.

Peculiarly suited for use with Gasoline Engines

The N. P. Bowsher Co.
South Bend : : Indiana



FEED MILLS



Is this your grain?

It May Be

But these losses can be prevented with

Kennedy Car Liners

Made by
FRED W. KENNEDY
Shelbyville, Ind.

FULFILLS ALL CLAIMS

with all kinds and conditions of grain

MAROA MFG. CO., Maroa, Ill.

Gentlemen:—Enclosed find draft in full for the Boss Car Loader. I have thoroughly tried it in all kinds and conditions of grain and it does all you claim for it. Yours truly,

John H. Bishop.

The Boss Car Loader

is compact, durable, practical and satisfactory in operation and installation cost.

Grain is not stopped and then blown out but retains its original momentum with added force. Let us send a "Boss" on approval. Write

MAROA MFG. COMPANY

Dept. 3.

MAROA, ILL.



If you are really anxious to learn the true merits and economical service of a

Combined Grain Cleaner and Pneumatic Car Loader

become acquainted with any user. We will gladly send list.

Why you should install the MATTOON—

It is impossible for it to mill or crack the grain.

It will fill largest cars to full capacity, without any labor in the car.

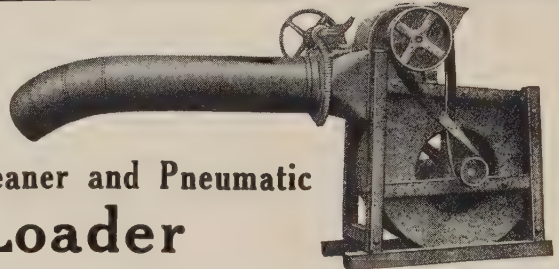
Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

WRITE FOR LIST AND CIRCULARS

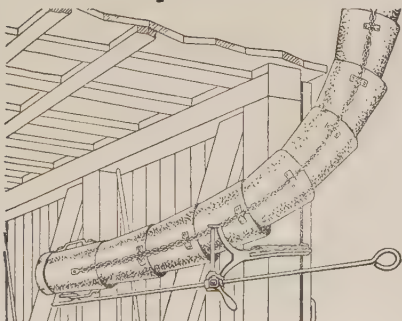
MATTOON GRAIN CONVEYER CO., Mattoon, Ill.

"Loads Grain, Malt or Sand"



UNIVERSAL

Grain Spout Holder



A Great Success

You Keep Out of the Dust and Save Time

Write for circulars and prices

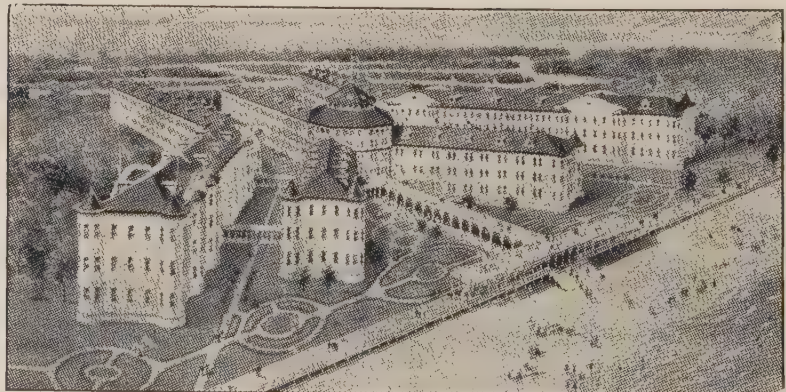
Warner Mfg. Co., Topeka, Kas.

BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" column.

Where

The Ohio Grain Dealers Ass'n will hold its Annual Meeting, June 19 and 20, and the Council of North American Grain Exchanges will hold their Semi-Annual Meeting, June 17 and 18.



Breakers Hotel

Cedar Point, Ohio

Write right now for reservations.



SUCCESS SAFETY MAN LIFT

ATTENTION,
ELEVATOR CONTRACTORS!

Write us for our Special
Proposition for 1911

DO IT NOW

HASTINGS

Foundry & Iron Works
HASTINGS NEBR.

NEW ERA MANLIFT



Users consider our
"New Era" Manlifts
to be the best—always
reliable. We make

HAND ELEVATORS
POWER ELEVATORS
DUMBWAITERS
INVALID HOISTS
BOX HOISTS, ETC.

Write for prices when
needing anything in our line

Sidney Elevator Mfg. Co., Sidney, Ohio

Mention this paper.

Double Safety Man-Lift

All steel
Same Price
Weights Less
More Durable

Send us specifications for your
entire wants for elevator sup-
plies and equipment. We make
them, and they are all as mod-
ern as our steel Man-Lift.

BURRELL MFG. CO.
BRADLEY, ILL.

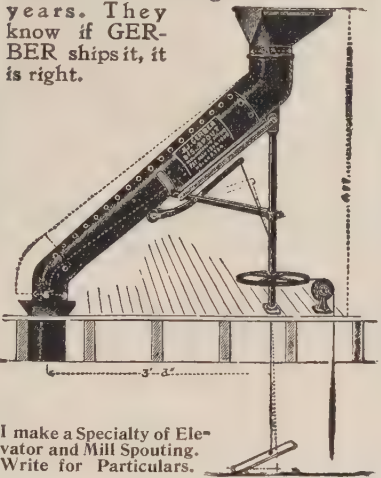


Good Equipment

is the cheapest—it will give satisfac-
tion at all times, and can be depend-
ed upon when wanted most. The

GERBER IMPROVED DISTRIBUTING SPOUTS

are made by skilled workmen, from
the best of material. They have a
reputation to sustain and must be
right. Our largest customers are the
ones who have bought from us for
years. They know if GER-
BER ships it, it
is right.

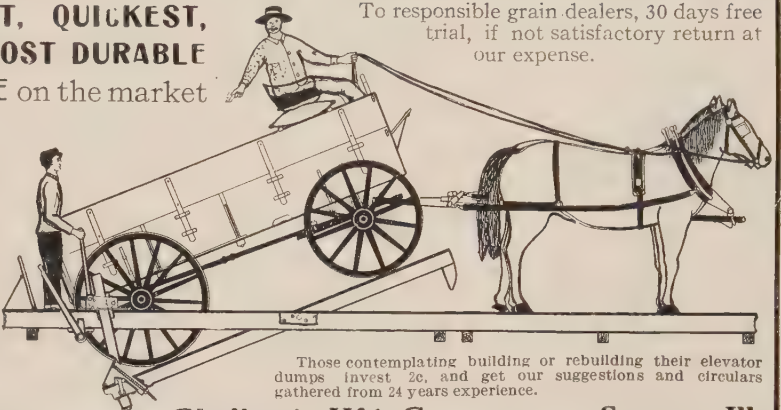


I make a Specialty of Ele-
vator and Mill Spouting.
Write for Particulars.

J. J. GERBER
Minneapolis, Minn.

SAFEST, QUICKEST, AND MOST DURABLE DEVICE on the market

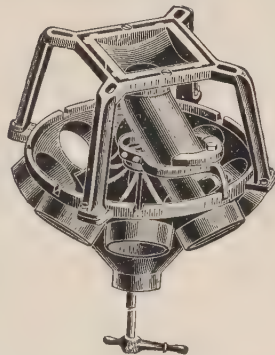
The
CHALLENGE
is now in
operation on
all makes of
dumps where
others fail.



To responsible grain dealers, 30 days free
trial, if not satisfactory return at
our expense.

Those contemplating building or rebuilding their elevator
dumps invest 2c, and get our suggestions and circulars
gathered from 24 years experience.

Challenge Mfg. Co., Not Inc. Seneca, Ill.



THE BUSY SEASON

of Elevator Building and Repairing is here. Repairs are big
items in maintenance of machinery. Shrewd purchasers esti-
mate and calculate them closely.

ECONOMY OF SPACE AND ECONOMY IN USE are
important features.

The Hall Signaling Distributor

is a simple, efficient, durable device which accomplishes ends
none others reach, as a thousand users will testify.

HALL SPECIAL

(ELEVATOR LEG)

If you had two legs in your elevator, one of them a HALL SPECIAL with 7x5 1/2 inch "Omaha"
cups, the other an ordinary leg with 11x7 inch cups, the HALL SPECIAL would elevate the most
grain, do it with less attention, and less cost.

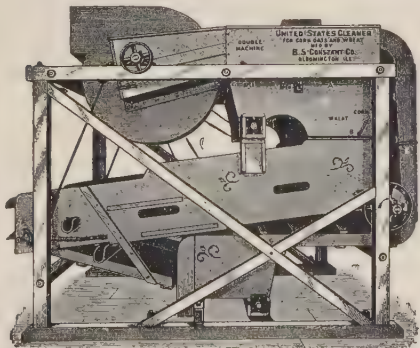
It would cost less to build, and less to maintain. It would elevate steadily, uniformly, reli-
ably.

Hall Distributor Co., 222 Ramge Bldg., Omaha, Nebr.

If Your Business

isn't worth advertising
advertise it for sale.

You ought to hear the Contractors
who have called and studied our



U. S. GRAIN CLEANER!

This is what they said:—

"Well, say, that looks good to me."

"You've got the right principles."

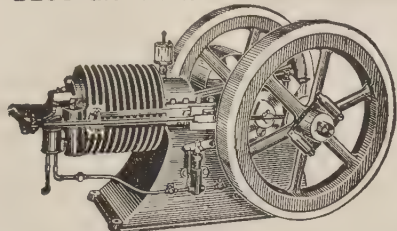
"A mighty well made machine."

"It will do the Work allright."

and we added:—"Yes, and it will clean the small grain just as satis-
factory as it separates the corn and cob." Come on with your orders;
you are not running any risk and will be awfully glad you bot our cleaner.

B. S. CONSTANT CO., - Bloomington, Ill.

LESS GASOLINE—MORE POWER

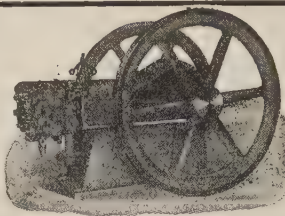


Why use 3 gallons of gasoline where you need only 2? Every third gallon you buy for a water cooled engine is just that much money thrown away. Find out about the Gade Gasoline Saver. Sizes up to 12 H.P., all air cooled.

GADE BROS. MFG. CO. 110 Main St. Iowa Falls, Iowa

New—Near-New
Rebuilt and
2nd Hand
Gas Engines

of our own
make, thor-
oughly guaran-
teed—8 to 50
H. P. Let us
know your re-
quirements and
we can, no
doubt, fit you
out with just
what you want.

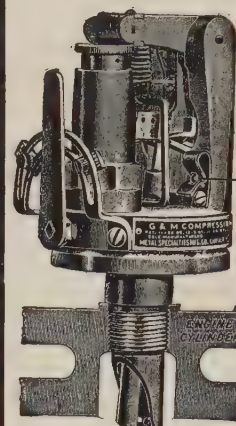


The New Era Gas Engine Co.
86 Jefferson Avenue, PORTSMOUTH, OHIO

ACCOUNT BOOKS FOR SALE
BY
GRAIN DEALERS JOURNAL, CHICAGO

G. & M. Compression Igniter

A Revelation In Gas
Engine Ignition



This igniter is suitable for all types of internal combustion engines. It may be screwed in in place of your jump spark, hot tube, or mechanical make and breaker.

We can save you
MONEY, TIME
AND TROUBLE

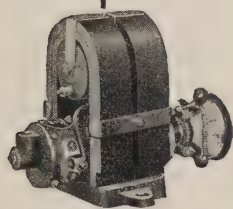
A. H. McDonald, the gas engine man, Chicago, wrote us as follows:

"I have handled and sold the G. & M. Compression Igniter during the past three years and have installed them on a great many engines, some of which were cases where nearly every other form of ignition had been tried and proven more or less of a failure. I take pleasure in stating that your Igniter has given perfect satisfaction. I find by using this Igniter that the difficulties and troubles of other forms of ignition have been overcome and that it has solved the problem of quickly equipping any engine with a hammer make and break type of ignition. It is simple in form, easily applied and thoroughly reliable."

If your dealer does not handle this, kindly send us his name and write direct to sole manufacturers

METAL SPECIALTIES MFG. CO.

736 W. Monroe Street, Dept. G. Chicago, Ill.



A "Wizard" Magneto

Saves Continuous battery replacing expense.
Saves time, worry and costly break-downs.
Never-varying power saves the elevator.

There is but one cost to the "Wizard"—the first.

Write for Catalog GD

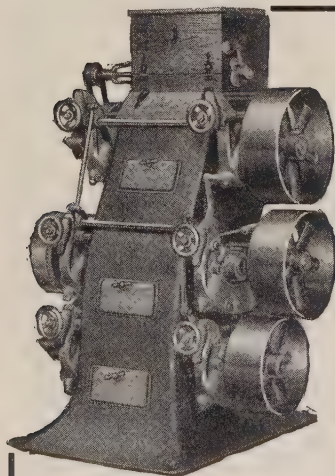
Hercules Electric Company
Indianapolis, Ind.

COAL SALES BOOK

Form 44.

FOR RETAIL COAL DEALERS.

It facilitates bookkeeping and reduces the chance of error. Practically three books in one. 1. It is the original entry of all sales made. 2. It is the original entry on the scale weights. 3. It is the journal from which the posting is done. It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount. This book is 8 1/2 x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth; has leather back and round leather corners. Price, \$1.75. For sale by GRAIN DEALERS JOURNAL, 255 La Salle Street, Chicago.



THREE PAIR HIGH

roller mills of N. & M. Co. make are built in four sizes: 7x14, 7x18, 9x18 and 9x24. Each machine is equally strong, rigid and durable.

The Bearings are the Famous N. & M. Co. Collar and Capillary Oiling Type, the same as used on our well known Double Roller Mills. Our "book of mills" tells all about these highly efficient grinders of corn meal, pearl meal and feed. It will be mailed you on request.

Our complete line of elevator and milling equipment enables us to give you what you need, when you need it, at the price you know is right. Let us prove it to your satisfaction.

NORDYKE & MARMON COMPANY

America's Leading
Mill Builders

ESTABLISHED 1851

INDIANAPOLIS
INDIANA

EDISON BSCON PRIMARY BATTERY

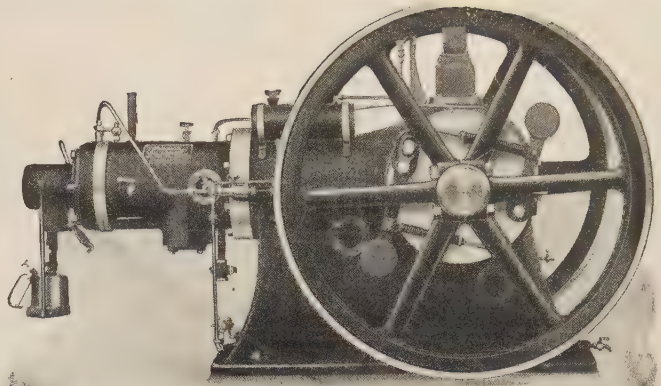
If every prospective primary battery purchaser could have access to a test room where the several types and makes are tried out, he would see at once why Edison cells are so generally used.

This superiority is due to several reasons, such as correct design, highest grade raw materials, rigid inspection of the various operations of manufacture and a careful test of the finished product, the result being the ideal cell for small motor work, telephone talking circuits, gas engine ignition, experimental work, etc.

Write for catalog.

Thomas A. Edison, Inc.,

260 Lakeside Avenue, Orange, N. J.



The Cheapest POWER Known The "MUNCIE" Oil Engine

The Engine you should buy—

Operates on cheapest fuel known, Fuel Oil. Also operates on Crude Oil, Solar Oil, Gas Oil, Kerosene, Distillate and Naptha without any change in engine whatever.

No batteries to replace—no magnetos or dynamos to repair. Fewest working parts of any engine. Built for hardest kind of service, ample surplus of power.

Utmost power and efficiency can be obtained by any man under working conditions as easily as by expert under ideal tests.

It is an injection engine and not a gasoline engine with a heating attachment. Guaranteed by one of the oldest and most reliable gas engine firms. Here's the best investment for any man. Let us send catalog.

Muncie Gas Engine & Supply Company

54 Ohio, Cor. Railroads

MUNCIE, IND.

You Are Paying Too Much for Power

unless you are operating with an **OTTO**. Make us prove to you that power from steam or electric current costs more than with an



GASOLINE or DISTILLATE ENGINE

The fuel economy and low up-keep of the **OTTO** results in lower power costs than is possible from other makes of internal combustion engines.

THE OTTO IS HIGHER GRADE THAN EVER YET LOWER IN PRICE THAN FORMERLY.

Built in all sizes from 1 to 300 H. P.—for city and natural gas, gasoline, alcohol, distillate. ¶ We also build producer gas plants complete.—Send for Bulletin No. 3.—Address nearest office.

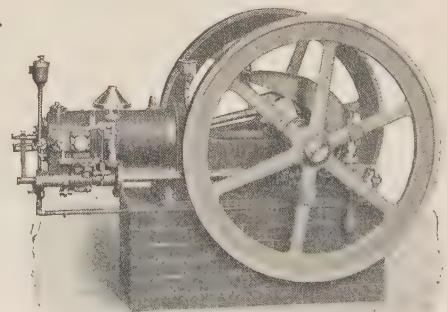
THE OTTO GAS ENGINE WORKS

HOME OFFICE AND FACTORY:

3217 WALNUT ST., PHILADELPHIA, PA.

15-17 So. Clinton St., Chicago

1205 Union Ave., Kansas City, Mo.



The 1912 Six Cylinder Sixty Horse-Power PALMER-SINGER ^{AT} \$3000

Strongest Built Car in the World

Other cars of the same power, appearance and easy-riding luxury sell to-day for \$5000 to \$6000. But no car, whether its price be \$5000, or what, equals this 1912 Palmer-Singer in strength, durability, *service*. And no other manufacturer, no matter how well-made his product, takes such pains to ensure *unfailing service*.

In bringing the price of this 1912 model to \$3,000 we have not changed the **QUALITY**.

All of the Palmer Singer **STRENGTH** is there. All of the Palmer-Singer **DURABILITY** is there. All of the four speed **FLEXIBILITY** is there. All of the **EASY RIDING LUXURY** is there.

And all of the **POWER** of the famous Palmer-Singer 60 h. p. motor is there.

We have invested \$700,000 in **SIX CYLINDER** experience and facilities—we were the first maker in America to produce a **SATISFACTORY SIX**, and this is our fifth season in the manufacture of **SIXES**.

It is because of our experience and our facilities are bought and paid for that we can offer **SUCH QUALITY** at **SUCH A PRICE**.

In a year when the market is flooded with **EXPERIMENTAL** sizes, we are able to offer **SIX CYLINDER CERTAINTY** at less than **FOUR CYLINDER PRICE**.

We have spent \$36,000, for example, in perfecting the Palmer-Singer multiple jet carburetor—and we own basic multiple jet carburetor patents without which no high power six cylinder engine can give its **UTMOST EFFICIENCY**.

We use 2½ inch second growth hickory spokes in all wheels—a costly precaution against the side strain which high speed cars must endure.

Yet most makers of \$5,000 cars use spokes only 1½ to 1¾ inches in diameter—and **NO CAR IN AMERICA** uses spokes as strong and as big as ours.

Aside from its power, speed and easy riding flexibility, this car is notable for its **QUALITY**.

For the public has learned that the cars produced by manufacturers with large outputs are, after all, **ONLY ONE YEAR CARS**.

While a car like this Palmer-Singer, at a minimum of expense for renewals, continues to give unfailing service year after year, and at each annual repainting seems, looks and **IS** as **GOOD AS NEW**.

It would take a full page of this paper to catalogue the Palmer-Singer superiorities—the little refinements which our years of experience have brought about.

Yet in this 1912 model, at \$3,000, there is **NOT ONE SINGLE EXPERIMENT**.

It is simply the best car that experience and money can build. We challenge comparison with **ANY** car at **ANY** price.

Palmer & Singer Mfg. Co.
1620 Broadway
NEW YORK

2638-40 Michigan Ave.
CHICAGO

\$3,000.00

The 1912 Six Cylinder Sixty Horse-Power Palmer—Singer

\$3,000

Six cylinders,
4 $\frac{7}{8}$ in. bore, 5 $\frac{1}{2}$ in. stroke,
60 horse power (actual),
138 inch wheel base,
Selective Transmission,
Four Speeds forward,
Multiple disc clutch,
Bosch ignition,
Pressure gasoline system,
3 jet P. & S. carburetor,
36 inch wheels,
2 $\frac{1}{8}$ inch spokes,
Imported ball bearings,
Enclosed shaft drive,
Five Passenger Touring,
Fore door or open bodies,
Guaranteed one year

\$3,000

The new \$3,000 price means no material increase in output—no economy of quick construction and cheap work.

Our output is limited, as always, to the number of cars we can build carefully during the DAYLIGHT HOURS.

At \$3,000 the cars we can make will be quickly sold. To get one requires immediate action.

Telephone Calumet 1090 for a demonstration.

Or call at our Chicago Showrooms.

Palmer & Singer Mfg. Co.

1620 Broadway
New York

2638-40 Michigan Avenue
Chicago

New York Coal Company

8 E. Broad St.

Columbus, Ohio

PRODUCERS OF

Specially Prepared Coal

"It all comes out
in the WASH"

We
wash
out
the
refuse

You
get
ALL
COAL



The
very
top-notch
of
Perfection
in
Preparation

Manhattan Washed Egg and Stove Coal

The Ideal Coal for Cook Stoves and for Summer Use
"In a class by itself."

Economical for both Dealer and Consumer

BOX CAR Shipments a speciality
Hand forked "KNICKERBOCKER LUMP"



Stewart

Speedometer's word is good in court

When the judge fines you more than the cost of a Stewart it's too late to discover that you chose the wrong speedometer.

The Stewart can't tell a lie—it isn't built that way.

It represents maximum efficiency in speedometers. Other makes may cost more, not because they are better than the Stewart, but because their manufacturers make less of them.

You pay for all the business they don't do, when you pay more than the price of the Stewart Speedometer.

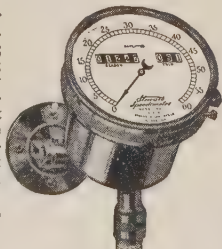
Four out of every five speedometers in use are Stewarts.

Magnetic principle, employed in 85 per cent of all speedometers, making possible the use of slow moving parts; no wear; ball and jewel bearings; beautiful workmanship; remarkably accurate; 100,000-mile season odometer; 100-mile trip register, can be set back to any tenth of a mile; positive drive; no springs; unbreakable flexible shaft; drop forge swivel joint that will outwear car; noiseless road wheel gears.

**SPEEDOMETER GUARANTEED
FOR FIVE YEARS**

Write for handsome 1912 catalog telling you why in our big factory we can make the best speedometer at the lowest price. **Write today.**

Speedometers, \$15 to \$30
Rim Wind Clock Combinations
\$45 to \$70



STEWART & CLARK MANUFACTURING CO.
1883 Diversey Boulevard, CHICAGO

Detroit Chicago San Francisco New York Boston Cleveland Philadelphia
Kansas City Los Angeles Minneapolis Indianapolis London Paris

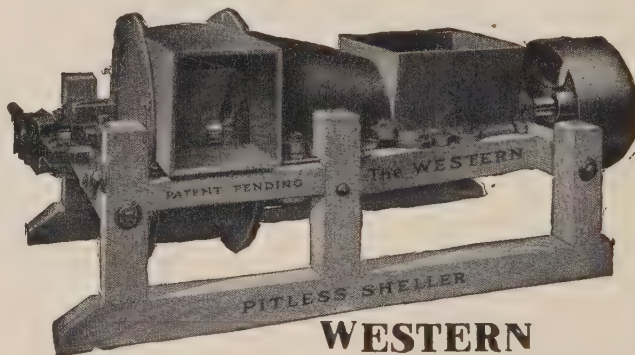
Again the "WESTERN"

The INEVITABLE



WESTERN SHELLERS

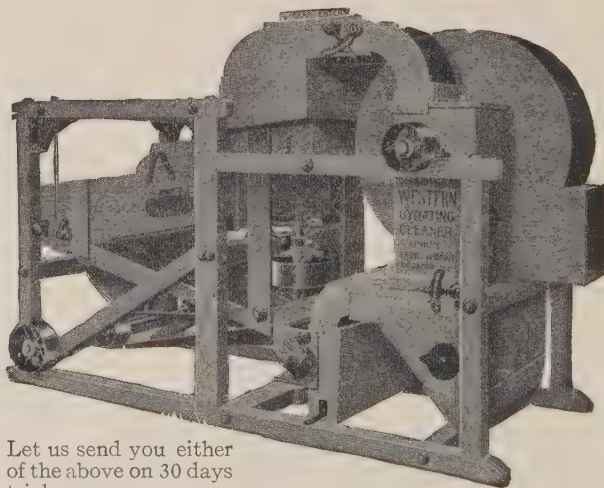
Western Shellers are used in more elevators today than those of any other make, on account of their solving every problem, meeting every demand and satisfying in every respect. Wide flaring hoppers, adjustable to all kinds and conditions of corn while running, and discharging in either direction—right or left, under or over.



WESTERN GYRATING CLEANERS

A Western Cleaner is the accepted solution of the Grain Cleaning problem for a perfect cleaning of CORN, OATS, and WHEAT.

Large capacity, perfect separation, more equal balance, less vibration, better control, greater durability, most convenient and least expensive to install.



Let us send you either
of the above on 30 days
trial.

Your choice from our new catalog
of the "WESTERN" line.

UNION IRON WORKS
Decatur, Ill.

"Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

MACHINES FOR SALE.

1 12" ATTRITION MILL for sale, new. Address Mill, Box 10, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One No. 2 Victor sheller, one No. 2 Cornwall rolling screen cleaner in good condition. W. H. Aiman, Pendleton, Ind.

FOR SALE—One new never used 100 to 125 H. P. rope transmission, complete with tension carriage and rope. Make us an offer. Mississippi Box Co., Cairo, Ill.

MACHINES FOR SALE find over 6,000 buyers, who are now making or planning their annual improvements, by inserting an advertisement in the "Machines For Sale" columns of the Journal.

WHILE THEY LAST—2 Fairbanks Hopper Scales with hopper timbers, \$35 each. 1 Rochester Flax, Grain and Seed cleaner, \$25; 3 Boot tanks, \$20 each; 1 exhaust fan, \$15; 1 double automatic shovel machine, \$25; 1 5 H. P. Steam engine, \$10; 1 steam pump, \$75; 2,000 practically new cups 6"x 18", 15c each, 6"x14", 14c each. LaCrosse Wrecking & Lumber Co., LaCrosse, Wis.

REBUILT SECOND-HAND MACHINERY at Bargain Prices For ELEVATORS, FLOUR and FEED MILLS.

The largest Stock of Machinery in the World.

Roller Feed Mills—9x30 "Wolf," Three pair high. 6x18 Hutchison, 6x18 Rickerson. 6x20 Howell, 7x14 Great Western, 9x18 Hutchison, 9x18 Graham, all two Pair High. —No. 1 Willford, No. 2 Willford, No. 3A Howell, 6x12 and 6x15 Monitor, all three Roll two Break Mills.

Corn Shellers—No. O, "Victor" Corn Sheller and cleaner combined, "Niagara" Sheller and cleaner, 75 bu. capacity; No. 2 and No. 4 Victor, No. 2 Western, No. 5 Keystone, No. B Standard, Joliet.

Corn and Cob Crushers—Hoosier, No. 2 Acme, No. 5 Corn Belt, No. 6 Excel, No. 8 Bowsher.

Feed Grinding Mills—No. 2 and No. 4 Kelly-Duplex, No. 13 and 14 Double "Quaker City," No. 12 and No. 2 New Holland, No. 14 Bull-dog, No. 4 Peerless, No. 1 Style L Foos, No. 1 Style N Foos, No. 7A and No. 10A Bowsher, No. 8 Appleton, No. 9 Universal, No. 2 Bogardus.

Attrition Feed Grinding Mills—19", 22" and 26" Foos, 16" and 20" Monarch, 30" American.

Separators—No. 177 BARNARD'S DOUBLE SIDE-SHAKE MILLING SEPARATOR for winter wheat; capacity 250 bu. per hr. Brand new. No. 1½ Eureka, No. 3 Eureka, No. 4½ Barnard, Milling Separators. No. 134 Eureka Receiving Separator, No. 98 Barnard Perfected, No. 3 and No. 4 Barnard Dustless Counter-balanced, No. 8 Eureka Elevator Separators.

Oat Clippers—No. 3 Monitor, No. 4 Barnards, No. 4 and No. 321 Eureka, No. 6, 8 and 9 Invincible.

Elevator Belting—All sizes up to 24" wide; 1,000 ft. 22" Rubber Belt with 20x6 Cups @ 50c per ft, also 300 ft. 18" Rubber Belt with 16x7 Cups, 200 ft. 16" Rubber Belt with 14x6 Cups and many others. Cast-iron and wood-split pulleys, second-hand Leather Belting, Shafting, Hangers, etc., at Bargain Prices. Big Stock. Quick shipments. Write for Gump's Bargain Book, giving complete list of machinery and material on hand with net prices.

Estb. 1872. B. F. GUMP CO. Inc. 1901.
431-437 So. Clinton St. Chicago, Ill.
General Mill Furnishers.

MACHINES FOR SALE.

FOR SALE—1 No. 1F Marseilles Warehouse Corn Sheller. New, never been used. Horner Bros., Caruthersville, Mo.

SECOND-HAND MACHINERY BAR-GAINS.

1—16x42 Corliss Engine, steam fittings.
1—Hess Grain-dryer, fan furnace, 100 bus.
1—No. 6 Monitor special rec'v'g separator.
1—No. 7 Monitor whse. receiv'g separator.
1—Prinz cockle grader and separator.
1—22" and 1—24" Foos attrition mills.
10—stands of elevators, 5 to 7" leather belt cups attached. A lot of other belting.
All the above to be sold at 30c on the dollar, run 18 months and well cared for. They're going fast, if interested write to day for complete list and prices. Miller & Neal, Warren, O.

SECOND HAND FOR SALE—Attrition mills: 3-24" Cogswell's; 1-24" Monarch; 1-20" Unique; 2-24" Foos; 1-19" Foos; 3 pair high roller mills; 2-9"x18" Noye gear drive; 1-9"x15" Case; 1-7"x18" 3 pair high Alfsee, belt drive; 1-7"x15" Alfsee, 2 high roller mill. Separators: 1 No. 1½ Barnard & Leas milling, 1 No. 31 Barnard & Leas Receiving; 1 No. 258 Eureka Magnetic, 25 bu. cap.; 1 No. 256 Monarch Magnetic, 50 bu. cap.; 1 No. 0 Howes Magnetic, 35 bu. cap. Dust collectors; 1 No. 3 P, 1 No. 4 A, 1 No. 2-B Wilson Tubular, 1 No. 2 Monarch. Address Sprout, Waldron & Co., P. O. Box 260, Muncy, Pa.

FIRST CHECK FOR \$200 IS BUYER.

One 20 H. P. Steam Engine,
One 20 H. P. Steam Boiler,
One No. 2½ Western Sheller,
One No. 2½ Western Cleaner.
Above machinery in first-class order and suitable for small country elevator. Was taken from our elevator and replaced with larger machines. These are second hand, but we guarantee them in good shape and ready for immediate installation. First check for \$200.00 gets this bargain f. o. b. central Illinois, Wabash Station. Address, Wabash, Box 10, Grain Dealers Journal, Chicago, Ill.

BUILDING MATERIAL.

2 MILLION FT. 2x6, 2x8, 2x10 hemlock cribbing; all size timbers, boards and ready roofing. J. G. Ruel, 7337 Stony Island Ave., Chicago.

SCALES FOR SALE.

SCALES of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

SCALES are the trial balance of your business, therefore have them correct. Our large force of mechanical scale experts and our unequaled facilities at your service. Write or wire, Indiana Scale & Supply Co., Indianapolis, Ind.

FOR SALE CHEAP, one 48,000 lb. Buffalo Hopper Scale; one Buffalo Platform Scale, 4,000 lbs. capacity, with grain hopper five feet square. These two scales in first class condition replaced with larger ones. The Raymond P. Lipe Co., Toledo, Ohio.

REFITTED SCALES.

400 to 2,000 lb., Portables.
4 to 10 ton; 14x22 ft. Wagon.
1,200 to 5,000 lb., Dormants.
1 Fairbanks Automatic.
1 Richardson Automatic.
44 ft. 100 ton R. R. Track Scale with recording beam; Fairbanks.
Southern Scale Co., 407 4th St., St. Louis.

GASOLINE ENGINES

FOR SALE—One 22 H. P. Fairbanks, Morse Gasoline Engine; will sell cheap. W. H. Aiman, Pendleton, Ind.

ONE 25 H. P. Gas or Gasoline Engine as good as new, for sale cheap. Gregg Bros., Urbana, Ohio.

1-15 H. P. GASOLINE ENGINE for sale. Guaranteed first-class, running order, \$180. Address Engine, Box 10, Grain Dealers Journal, Chicago.

One 35 H. P. Natural Gas or Gasoline engine for sale. In good condition. Will sell cheap. Elliott & Reed Co., Richmond, Indiana.

GAS AND GASOLINE engines for sale command a vitally interested audience if you insert an advertisement in the "Gas Engines" columns of the Grain Dealers Journal, Chicago, Ill.

FOR SALE—One 25 H. P. Columbus Brown horizontal gasoline engine as good as new for service. In perfect condition—\$280.00. Badger Motor Co., Milwaukee, Wis.

WE HAVE ONE Fairbanks-Morse 40 H. P. Gasoline Engine, which we can guarantee to be in A No. 1 condition and will sell very reasonably. Have no use for same. Maumee Valley Grain Co., Sherwood, Ohio.

GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

MACHINES WANTED.

LIGHT THREE-WHEELED Motor Car wanted. Box 15, Humrick, Ill.

WANTED TO BUY, good second-hand double roller chop mill about 9x30. Early Grain Co., Amarillo, Tex.

CORN CLEANER WANTED, medium size, prefer Cornwall. J. R. Stafford, 31 Third Ave., East, Cincinnati, Ohio.

WANTED—Second-hand mixing machine for small feed manufacturing plant. Prefer Gnat or Draver. Address Edgar, Box 10, Grain Dealers Journal, Chicago.

WANTED—Good second-hand Feed Mill, 9"x18", 3 pair high. (Give price and make in first letter.) Address Sec'y, Pleasant Bend Grain Co., Pleasant Bend, O.

SECOND-HAND BAGS AND BURLAP.

BURLAP BAGS AND BULAPS, new or used, plain or branded, of every kind. Grain Bags, Sample Bags, etc. Best prices paid for second-hand bags. Wm. Ross & Co., 409 N. Peoria St., Chicago, Ill.

WE HAVE at all times on hand for disposal large quantities of all kinds of second-hand Burlap and Burlap Bags, as well as Cotton and Paper Flour Sacks, for all purposes, which we offer at reasonable prices. Our specialty is purchasing most anything in this line and grading and mending them for the consumer. Peerless Trading Co., 106 Canal St., Syracuse, N. Y.

ELEVATORS FOR SALE.

OHIO ELEVATOR. Feed and Coal business for sale. Good buildings, good location. Price \$2,500.00. Address J. A. C., Box 10, Grain Dealers Journal, Chicago.

SOUTH DAKOTA ELEVATOR for sale. Live stock and mercantile business in connection if desired. Address Ward, Box 9, Grain Dealers Journal, Chicago, Ill.

OHIO ELEVATOR, capacity 6,000 bu. per day, corn or wheat. Good corn and wheat belt. No other elevator in radius of 5 miles. Price \$2,000.00. G. W. Inskeep, Washington C. H., Ohio.

SOUTH DAKOTA ELEVATOR and residence for sale. Best grain section in State. Place must be sold at once, good reason for selling. A snap at \$5,500. Address, L. B., 732 Olympia, Sioux Falls, S. Dak.

NORTH DAKOTA AND MINNESOTA. For sale 16 elevators located in N. D. and Minn. Good stations and prices reasonable. Will sell either as a line or separate. Address 308 Board of Trade, Luluth, Minn.

EASTERN SOUTH DAKOTA—A 35,000 bu. cribbed elevator and coal sheds for sale. First class condition, best of grain territory. Address Dane, Box 7, Grain Dealers Journal, Chicago, Ill.

NORTH DAKOTA elevator for sale. Located on N. P. Ry., and in good grain country. Elevator capacity 25,000 bus. Let us send you details. Address Eltr., Box 7, Grain Dealers Journal, Chicago, Ill.

30,000 BU. NORTHERN KANSAS elevator, good territory, growing crops good. Will sell right for cash or will take small elevator and real estate if well located. Address Kans., Box 10, Grain Dealers Journal, Chicago, Ill.

MINNESOTA ELEVATOR of 20,000 bus. capacity, to lease; only elevator in town. Located in good grain country, and offers a good opportunity for a live grain man. Address, May, Box 9, Grain Dealers Journal, Chicago, Ill.

GREAT MILL & ELEVATOR BARGAIN—Ships 250,000 grain, sells 250 cars of coal, large flour, feed and retail business. County seat, everything first-class. Owners rich and retiring. Price \$25,000. John A. Rice, Frankfort, Ind.

TWO SOUTHERN KANSAS Elevators, located on A. T. & S. F. R. R., in one of the best wheat Counties in the State; prospects never better; both money makers. Other business reason for selling. Address, P. O. Box 366, Wichita, Kans.

SOUTH DAKOTA ELEVATOR for sale in Sinai, S. Dak., on S. Dak. Central Ry. Capacity 30,000 bus., coal sheds 150 tons. Almost new and in good working order. Will sell cheap if sold at once. Price \$5,500, half cash. No trade. Address, Henry Larson, Sinai, S. Dak.

MINNESOTA—For Sale, line of 4 elevators in Southwestern Minnesota, one of the best elevator propositions in the state. Coal sheds and corn cribs. Capacity of houses 25,000; 30,000; 35,000 and 50,000 bus. All in first class condition. Will give bargain as we have other interests demanding attention. Address—Box 117, Lewistown, Mont.

CENTRAL KANSAS ELEVATOR for sale. Elevator and home in the Turkey Wheat Belt, located on two railroads; fine prospects for crop. Elevator 11,000 bus. capacity. This is a money maker and will not be on the market long. Price, \$5,200, if sold at once. Good reasons for selling. Address, Profit, Box 10, Grain Dealers' Journal, Chicago.

\$6,500 WILL BUY an elevator in central part of Oklahoma. Equipped with Fairbanks engine, Bowsher chop mill, Hopper loading scale and automatic sacking scales. Large feed warehouse in connection, also coal bins located on track. Have a good flour, coal and feed business in connection. Located on C., R. I. & P. Ry. Good grain point, and wheat and oats crop prospect never better. Will make terms to suit purchaser. Address Okla., Box 10, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

NORTHWESTERN OHIO. For sale, one of the best elevator and coal propositions in the state. Address C. O. D., Box 7, Grain Dealers Journal, Chicago.

MICHIGAN ELEVATOR for sale. Good bean, grain and coal business, with coal and hay sheds. Good locality. Address A. B. C., Box 10, Grain Dealers Journal, Chicago, Ill.

12,000 BU. KANSAS elevator for sale, on Mo. Pac. R. R. Good wheat and corn section, in Rice Co. Price \$3,900. For particulars address J. F. Schmidt, Geneseo, Kas.

TWO ELEVATORS at two stations, ship 200,000 grain, sells 60 cars coal, good retail. All business done from one office, good houses, good town, very desirable for \$12,500. John A. Rice, Frankfort, Ind.

CENTRAL ILLINOIS—New modern 120,000 bu., cribbed elevator for sale. Slate roof, steel siding, brick engine room and furnace heated office. Price \$18,000.00. Located on I. C. R. R. Address, Jas., Box 8, Grain Dealers Journal, Chicago.

ILLINOIS—For Sale or Trade, 15,000 bu. elevator and coal and hay business. Located in good territory, only one competitor. Too much other business to attend to, reason for selling. Address B. E. T., Box 5, Grain Dealers Journal, Chicago.

25,000 BU., OHIO ELEVATOR for sale. In excellent grain country in Western part of State. Cribbed, concrete foundation, all modern grain handling and cleaning equipment, steam power. Handle big side-line business. Address, Ginger, Box 9, Grain Dealers Journal, Chicago.

FOR SALE OR LEASE.

Grain Elevator.

Four-story building, 21,000 square feet of space, on railroad switch. Grain elevators, conveyors, separators, scales, etc.

Fred'k A. Schmidt & Son,
136 E. Fourth Ave., Cincinnati, Ohio.

THREE KANSAS ELEVATORS for sale. Two 14,000 bu. capacity elevators, one at Herington, on R. I. & M. P., other at Wilsey. One 12,000 bu., capacity elevator at Delevan, on Mo. Pac. All gasoline power. Located in good farming country. Poor health reason for selling. Address, Three, Box 8, Grain Dealers Journal, Chicago.

OKLAHOMA—For sale, elevator and cotton gin. Latest improved machinery, in use two years; will sell together or separate. One-half block of ground, well located, all in first-class condition. Situated in the famous "Washita Valley." City of 12,000. Must sell. Write Oklahoma National Bank, Chickasha, Okla.

TWO ILLINOIS ELEVATORS for sale. Located on I. C. Ry., 35,000 and 25,000 bus. capacity, cribbed and iron clad. New automatic scale in elevator, Neberter engine in one, Fairbanks in other, and Fairbanks scales. Private vault with Mosler screw door safe. Coal sheds. Would like to sell all together, handles from 300 to 400,000 bus. per year. Address Led, Box 7, Grain Dealers Journal, Chicago.

MINNESOTA—A 20,000 bu. elevator in good Minnesota town; only elevator in town; handles from 60,000 to 100,000 bus. each year. Also good flour and feed business in connection with elevator. \$5,000 to \$8,000 profit per year can be made at this point.—Price \$4,500.

SCHWAB BROS.

123 Guaranty Loan Bldg., Minneapolis.

WELL LOCATED MODERN OHIO ELEVATOR for sale, modernly equipped. In southwest section of State, with unexcelled shipping facilities, doing an average business of over 100 cars annually. Also handle a large amount of coal, flour and feed. Will sell cheap, if quick sale. For further information, address, "Man," Box 9, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

NORTHERN OKLAHOMA ELEVATOR for sale, big territory, agreeable competition. Handles lots of wheat, oats and kafir corn. Address 1311 D St., Perry, Okla.

20,000 BU. OKLAHOMA elevator, cribbed. Only elevator in town, and fine prospects for bumper crop. Good flour and feed business in connection. Address D. K. S., Box 9, Grain Dealers Journal, Chicago.

25,000 BU. IOWA ELEVATOR, coal, feed and produce business. Flourishing business. Good reason for selling. Located on I. C. R. R. Address Geo., Box 10, Grain Dealers Journal, Chicago, Ill.

ONE GOOD ELEVATOR at station, ships 230,000 grain, 50 car coal business, good retail, Penn R. R. Reason for selling, sickness. One of the best stations in Ind. \$15,000. John A. Rice, Frankfort, Ind.

NORTH DAKOTA—Modern up-to-date 40,000 bu. elevator in first-class condition, with coal business, for sale. An excellent grain point, good reasons for selling. Address Point, Box 10, Grain Dealers Journal, Chicago, Ill.

NORTHWESTERN ELEVATOR for sale —An elevator at Winfredd, S. D. Pipestone, Minn., Monticello, Minn., and Bantry, N. D. Write us for full information as to price. Stahr, Christensen & Timmerman, Chamber of Commerce, Minneapolis, Minn.

SOUTHEAST KANSAS—For sale, new 15,000 bu. elevator with splendid retail flour, feed and coal business in addition. Only elevator and coal business in the town. Buildings all on owner's land. Address, I. E. Clark, Walnut, Kansas.

KANSAS—For sale, three elevators, 5,000 to 6,000 bus. capacity each, located in Northwestern Kansas on C. R. I. & P. Ry. All points draw grain from big territory, big wheat acreage. Address "State Elevators," Kansas City, Mo., 230 Board of Trade.

MINNESOTA ELEVATOR for sale, on Chicago Great Western Railway. 20,000 bus. capacity, no competition, very large territory, first-class business, fine opportunity for live man. Good reason for selling. Address, J. J. F., Box 9, Grain Dealers Journal, Chicago.

MICHIGAN—For Sale, 10,000 bu. elevator, hay, feed, bean and potato business. Located in virgin territory. No better money-maker for energetic young or middle-aged man. Reason for selling, age and too much other business. Address N. A. Richards, Rose City, Mich.

WESTERN INDIANA.—10,000-bu. eleva- tor for sale, on Wabash Ry. Elevator in A No. 1 condition, cribbed, iron roof and sides, steam power. No competition. Big paying side lines and retail business. A money maker; cleared over \$3,000 last year. Price \$5,000. Address Lake, Box 10, Grain Dealers Journal, Chicago.

SOUTH DAKOTA.—For sale, 30,000 bu. cribbed elevator, two scales, six horsepower gas engine. Good grain, coal and feed business, only corn crib in town. Located on C., St. P., M. & O. R. R. In southeastern part of state. Other business reason for selling. Address, Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA, grain, coal, flour, feed and live stock business for sale. 18,000 bu. elevator. Ships out 100,000 bus. of grain and 30 cars of live stock and ships in about 1,000 tons of coal per year. \$2,800.00 cash, net, takes this whole bargain. First man first buyer. Address, Bros., Box 8, Grain Dealers Journal, Chicago.

SOUTH DAKOTA—Will sell two eleva- tors for cash only. With large territory in each town, two elevators in each town. 20,000 bus. capacity, cribbed; been built four years. Gasoline engine, dump and weighing out scales. Very reasonable price if taken quick. Excellent prospects for crops. Address Box 36, Mitchell, S. Dak.

AUCTION NOTICE.

In the Matter of the Door County Equity Elevator Co., Bankrupt:

Pursuant to an order made herein on the 15th day of May, 1912, Hon. T. P. Silverwood, Referee in Bankruptcy, I will offer for sale, at public auction to the highest bidder, at the places, and at the times hereinafter designated, the following real and personal property.

To-wit:

FIRST. 1 elevator, 30m bu. capacity, situated at Sawyer, Wis. Place of sale, at front door of the Door County Equity Elevator Co., elevator, at Sawyer, Wis. Time of sale, Saturday, June 1st, 1912, at 10 o'clock in the forenoon.

SECOND. 1 elevator, 30m bu. capacity, situated at Sturgeon Bay, Wis. Place of sale, at front door of Door County Equity Elevator Co., elevator, at foot of St. John St., in the city of Sturgeon Bay, Wis. Time of sale, Saturday, June 1st, 1912, at eleven o'clock in the forenoon.

Terms of sale: Cash.

Dated at Sturgeon Bay, Wis., May 15, 1912. John M. Perry, Trustee.

ELEVATORS WANTED.

WANTED—Central Illinois Elevator in good condition, handling over 250,000 bus., annually. Cash buyer. Address Mine, Box 8, Grain Dealers Journal, Chicago.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

OLD ELEVATORS BOUGHT.

We are in the market to buy old elevators, mills, factories, warehouses or any large buildings, and will promptly comply with requests to bid on any properties answering such descriptions, in Wisconsin, Minnesota, Iowa, Illinois or Michigan. La-Crosse Wrecking & Lumber Co., LaCrosse, Wisconsin.

ELEVATOR LOCATION.

MISSOURI ELEVATOR location for sale at Greenfield, Mo., good R. R. site with foundation, engine, smoke stack and boiler. Good grain country. Address R. H. Merrill, Greenfield, Mo.

ELEVATOR BROKERS.

JAMES M. MAGUIRE, Campus, Ill. Elevator Broker, can suit you in an elevator from \$5,000 up. Can give good terms on many of them. Write for information or to make appointments.

JOHN A. RICE, exclusive elevator broker, Frankfort, Ind. 1,100 listed. Sold 122. First-class trade only. Charge seller 2%, subject to prior sale. **NO OTHER WAY.** 12 years' experience worth \$1,000 to buyers **GRATIS.** List with me, buy of me and have good luck.

INFORMATION.

H. H. CHURCHILL, formerly of the Churchill Grain Co., of St. Louis, Mo. Present address wanted. Address, E. E. S., Box 9, Grain Dealers Journal, Chicago.

AUTOMOBILES.

BRAND NEW 1912 Automobiles, any make, any model, fully guaranteed, \$50 to \$500 less than regular prices. State make and model wanted. Referenced agents wanted in every town. Owners get our selling-cost-eliminated-prices for tires and accessories. The Union Motor Sales Co., 1127 CPA, Dayton, Ohio.

HELP WANTED.

WANTED—Experienced grain buyer and elevator man for country elevator at Plains, Kansas. O. T. Wilson, Arcade, N. Y.

WANTED three good experienced men to run country elevators. Address, R. E. Jones Co., Wabasha, Minnesota.

COMPETENT AND EXPERIENCED help can be secured through an advertisement in the "Help Wanted" columns of the Grain Dealers Journal.

WANTED—Competent men to manage country elevators; must be all-around experienced men. Address W. J., Box 10, Grain Dealers Journal, Chicago.

AN EXPERIENCED ELEVATOR MAN wanted to operate a country station in Nebraska. Address with references, Modles, Box 9, Grain Dealers Journal, Chicago.

SITUATIONS WANTED.

COMPETENT ELEVATOR superintendent wants position. Address Tob., Box 9, Grain Dealers Journal, Chicago.

WANTED—POSITION AS MANAGER of an elevator. Am perfectly capable and can give reference. Married. E. L. Reed, De Witt, Ill.

WANT POSITION AS MANAGER country elevator, experienced and can furnish references. Address W. H., Box 10, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN ELEVATOR managers and operators have 6,000 possible openings to apply for by making their want known through the "Situations Wanted" columns of the Grain Dealers Journal.

MAN WITH 20 YEARS experience in grain and flour trade of southwest desires to correspond with large mill or elevator wanting a competent man. Address Box 84, Duncan, Okla.

WANTED POSITION by grain man thoroughly familiar with Grain Commission and Shipping Business in Southwest. Address Southwest, Box 10, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager of country elevator, in Kansas preferred. Have had four years experience and can give good references. Address, Chase, Box 8, Grain Dealers Journal, Chicago.

POSITION WANTED as manager for Farmers Elevator Co., in Minn., N. D. or Canada. Have ten years experience and can give the best of references. State salary in first letter. Address Canada, Box 10, Grain Dealers Journal, Chicago.

WANTED by thorough grain man, miller and mill-wright, position as superintendent or engineer in good house. Have been in 250,000 bu. house 5 years. Plant closed. References second to none. Address E. A. Swartz, 210 W. 5th St., Sioux City, Ia.

MAN OF 7 YEARS EXPERIENCE in grain business desires position with some responsible grain firm as traveling solicitor. Married, and will leave salary to employer after trial. Address, 7 yrs., Box 9, Grain Dealers Journal, Chicago, Ill.

WANTED POSITION as grain buyer for some Elevator Co. I am German, can speak either high or low, have had several years experience and can give first-class references as to my ability. Am 30 years old, weight 180 lbs. Address Albert F. Conrad, Alden, Minn.

FIRST-CLASS GRAIN MAN with eight years experience, desires a position with some grain firm, Kansas or Oklahoma preferred; can handle any branch of the business, and am not afraid of a little work or a little dirt. Address "H," Box 9, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

FOR SALE FLOUR AND FEED mill at New Milford, Ohio, steam power, 50 bbl. capacity, good wheat belt, railroad switch at mill. Hallock Bros., New Milford, Ohio.

FLOUR AND FEED MILL, 35 bbl. flour mill, water power, also gas and gasoline engine. E. Central Indiana. Terms to suit purchaser. Address E. C. I., Box 2, Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA FLOUR MILL for sale or trade, located in town of 800 to 1,000 inhabitants, with large territory to draw from. In good condition. Other business. J. A. Pauly, Tabor, S. Dak.

INDIANA FLOURING MILL for sale. In one of the best towns and farming communities in State. Mill in excellent condition and in operation. Investigate this life-time opportunity. Address, G. Kichler, Churubusco, Ind.

FOR SALE—Flour Mill located in good wheat belt; has good local trade, and is making good money. Owner has land interest in Arizona that he wants to devote his time to, and is only reason for selling. This is a snap. Address, L. E. 242, Gage, Okla.

FLOURING MILL in North Texas 200 bbl. capacity, 70,000 bu., storage. Well established trade. Have been in business for 25 successful years. Manager getting old, and desire to quit business, reasons for selling. Address, Texas, Box 10, Grain Dealers Journal, Chicago.

GOOD MICHIGAN FEED and specialty mill. Machinery with two run of mill stone, 1 three pair high Hutchinson feed mill, 2 grain cleaners, 3 specialty bolting machines, 1 purifier, smutter, corn sheller and floor scale, with all belting, shafting, etc., all running and in good order. Rent of building including water power, \$35.00 per month, price \$2,000.00. Here's an opportunity. W. M. Tenhopen, Murray Bldg., Grand Rapids, Mich.

FIVE STORY CEMENT BLOCK FEED Mill, storage capacity 40,000 bus., grain with warehouse for 10 cars baled hay and feed. Mill is new and fully equipped with modern machinery, and is the only mill within a radius of 12 miles. Railroad switch at mill and warehouse. Natural gas the cheapest power in the world. Net profits better than \$6,000 per year. Rare opportunity. S. J. Clark, 380 Ellicott Square, Buffalo, N. Y.

BUSINESS OPPORTUNITIES.

OHIO GRAIN, FEED AND POULTRY business, half-interest for sale. Buyer can make plenty of money, and have management. Good reason for one partner retiring. Bowen-Snyder Co., Mansfield, O.

A FRIEND WANTS BUYER for five poultry houses in finest condition, does over quarter million business in best Ind., Ty. Owner retiring, great bargain—\$20,000. John A. Rice, Frankfort, Ind.

ANY OPPORTUNITY of interest to the grain trade finds the largest and most interested audience if made known through the "Business Opportunities" columns of the Grain Dealers Journal.

FOR SALE, one-third interest in elevator in one of the best grain points in the State of N. Dakota. Managing interest. About \$3,500 will handle deal. Address, W. C. S., Box 9, Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

ACTIVE PARTNER WANTED to help and operate three Kansas corn elevators. Address Corn, Box 10, Grain Dealers Journal, Chicago, Ill.

GRAIN WANTED.

SALVAGE GRAIN. We buy grain salvage in any quantity, wet or dry. American Cattle & Poultry Food Co., Binghamton, N. Y.

WANTED—Off grade and salvage wheat and corn of every description. I make a specialty of it. C. C. Lewis, Chamber of Commerce, Buffalo, N. Y.

NEW WHEAT AND OATS of every description wanted. Mail samples and name price delivered Philadelphia. Address L. F. Miller & Sons, Phila., Pa.

HAY WANTED.

WANTED—Oats, Straw and Packing Hay. C. T. Hamilton, New Castle, Pa.

HAY & STRAW WANTED—Correspond with us. W. J. Armstrong Co., Milwaukee, Wis.

HAY AND STRAW WANTED—Correspond with me. C. T. Hamilton, New Castle, Pa.

HAY & STRAW WANTED—Correspond with us. T. D. Randall & Co., Suite 65-68, 234-236 S. La Salle St., Chicago, Ill.

ALFALFA HAY WANTED.

Get our prices before selling. We are the largest handlers in the Middle West. Albert Miller & Co., 192 N. Clark St., Chicago, Ill.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.

**To BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns.

SEEDS FOR SALE—WANTED

MILLET SEED WANTED

German or
Hungarian

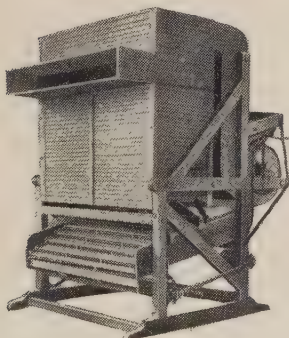
NOBLE BROS., Gibson City, Ill.
CENTRAL ILL. SEED MERCHANTS

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

THE NEW PROCESS

GRAIN CLEANER AND SEPARATOR



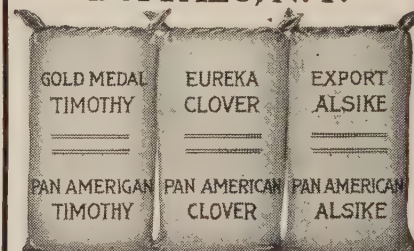
WILL CLEAN any Mixture of Grain down to almost perfect grade. Will maintain gross weights. **Nothing is Wasted.** Screenings from 60,000 bu. pays for one.

WRITE FOR PARTICULARS AND PRICES

FOSSTON MANUFACTURING CO.
MERRIAM PARK, (ST. PAUL) MINNESOTA

Whitney-Eckstein Seed Co.

BUFFALO, N. Y.



Timothy, Red Clover, Alsike, Alfalfa, White Clover, Crimson Clover, Canada Bluegrass, Redtop, Millets, Lawn Seed, Orchard Grass, Seed Grains, Peas, Popcorn, Etc.

Correspondence Solicited

VEST POCKET GRAIN TABLES

Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000. It is printed on ledger paper in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.

The tables show the following reductions: Oats at 32 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat, Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.

These tables are bound in heavy manila and form a thin book 2½-in. wide by 8½-in. long. Price 50 Cts. Address

GRAIN DEALERS JOURNAL,

La Salle Street, CHICAGO, ILLINOIS

GRAIN DEALERS JOURNAL

La Salle St., Chicago, Ill.

Gentlemen—Enclosed find One and $\frac{50}{100}$ Dollars (\$1.50) for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Post Office.....

Capacity of Elevator

.....bus.

State.....

The Automatic Dump Controller

Simple
Durable
Automatic
No gearing
Saves wagons
Easily attached
Out of the road
Self lubricating
Hundreds in use
Pleases your trade
Does not affect sink room
Stops repair bills on wagons
Can be attached to any drop dump

Satisfaction Guaranteed

For descriptive circular and list of users



Write L. J. McMILLAN

Board of Trade Bldg.

Indianapolis, Ind.

SEEDS FOR SALE—WANTED

SEEDS WANTED.

WANTED—1 Car German Millet, and car of Hungarian. C. W. Harris, Mattoon, Ill.

WANTED FIELD SEEDS, all varieties. Quote, with samples. J. Oliver Johnson, Chicago, Ill.

GOOD FIELD SEEDS are wanted by grain elevator operators for their farmer patrons. Help them and your trade by advertising what you have to offer in our "Seed for Sale" dept. Give full particulars and price, and first ad will sell you out.

If Your Business

isn't worth advertising
advertise it for sale

THE ILLINOIS SEED CO., Chicago, Ill.

WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS, BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

John A. Salzer Seed Co.

GROWERS and DEALERS of
FARM and GARDEN SEEDS

LA CROSSE, - WISCONSIN

SEEDS FOR SALE.

WE MAKE A SPECIALTY of high grade seed corn, also seed oats. Aye Bros., Blair Nebr.

PEAS—Whip-poor-will mixed and Neweras, local or car lots. Ask for samples and quotations. Brown-DeField Grain Co., Charleston, Mo.

FANCY HIGH BRED Broom Corn Seed. We furnish this seed to U. S. Government for Crop Improvement. Address Fancy Broom Corn Seed Co., Lock Box 32, Oakland, Ill.

The Toledo Field Seed Co. Clover and Timothy Seed

Consignments solicited. Send us your samples.
Toledo, Ohio.

Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

SEEDS FOR SALE.

GERMAN MILLET is our specialty and we are now in position to furnish the trade with new crop seed either in small or large quantities. Correspondence solicited. D. H. Clark, Galt, Mo.

ALFALFA SEED, Seed Corn, Blue Stem and Fife Wheat, Durham Wheat, Balled Barley and Millets for sale. The Lytle Elevator Co., Miles City, Mont.

SEED CORN, two years old Clarage, one of the earliest Yellow Dent corns in cultivation, 90 to 100 day corn; tests 96% and over, \$3.00 per bu., ear or shelled. S. Bash & Co., Ft. Wayne, Ind.

Rudy-Patrick Seed Co.

CANE, MILLET, ALFALFA
KANSAS CITY, MO.

IF YOU WANT

High Grade Timothy Seed, Alfalfa, Alsike, White Clover, Vetches, Millet and Sunflower Seed, write for samples.

G. S. MANN, Seed Broker

930 Postal Tel. Bldg. CHICAGO, ILL.

ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE CO.
OGDEN, - - UTAH
Est. 1887

Have 10,000 Bu. CHICKEN FEED WHEAT on hand

Wire or Write for Samples and Prices

HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN

FOR SALE

Alfalfa Seed Timothy Seed

THE NEBRASKA SEED COMPANY

OMAHA, - NEBRASKA

FUTURES

Clover—Aleyke—Timothy

SOUTHWORTH & COMPANY

Produce Ex., TOLEDO, O.

W. H. SMALL & CO. SEEDS

SEED CORN

SELECTED

WABASH VALLEY WHITE

GERMINATION 92 TO 98%

WRITE FOR SAMPLES AND QUOTATIONS
EVANSVILLE, IND.

THE ALBERT

DICKINSON

COMPANY

SEEDS

Timothy
Clover
Flax
Agricultural

Grain Bags
Pop-Corn
Seed Corn
Beans, Peas

CHICAGO

MINNEAPOLIS



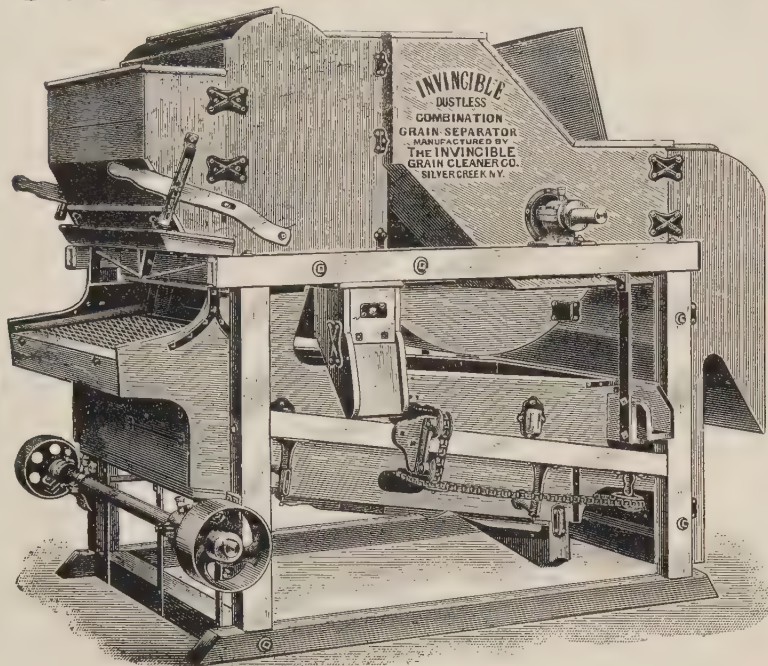
Minneapolis Seed Company
Minneapolis, Minn.

SEEDS

OUR SPECIALTY IS TIMOTHY

Send Samples for Prices

Do Not Overlook It—It Is Designed For Your Use and Will Give You Perfect Satisfaction



If you need a Receiving Separator you would have to search diligently to get a machine that would compare to the INVINCIBLE.

It's just a question whether you prefer to take in the screenings with the wheat at wheat prices or whether you make sure that your good wheat money buys wheat only and not screenings.

The modern way is to clean the wheat from the wagons and pay for the good. That is a legitimate way of getting a proper yield from your dollar.

We send the machine on trial and guaranteed.

Fully equipped with self-oiling bearings and pitmans of the latest type.

Invincible Grain Cleaner Co., Silver Creek, N. Y.

F. H. MORLEY, Jr., 311 Traders Bldg., Chicago, Ill.
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.
C. WILKINSON, 6027, Chestnut St., Philadelphia, Pa.
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

REPRESENTED BY

F. J. MURPHY, 234 Exchange Bldg., Kansas City, Mo.
F. E. KINGSBURY, Terminal Hotel, St. Louis, Mo.
J. J. CROFUT & CO., 612 McKay Bldg., Portland, Ore.

SPECIAL SALES AGENTS: BUCKLEY BROS., Louisville, Ky. STRONG-SCOTT MFG. CO., Minneapolis, Minn.

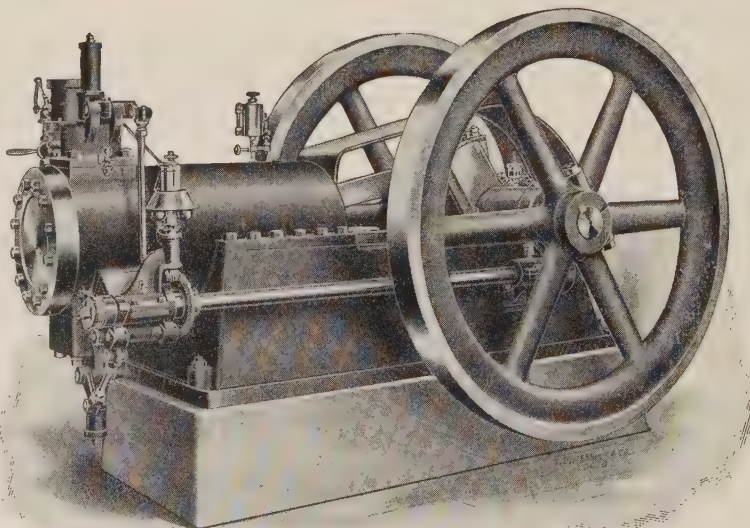
SUPERIOR GASOLINE ENGINES

INCREASE POWER

Are EFFICIENT, RELIABLE and constructed for service. Your Elevator requires a steady power, which can be applied on a moment's notice.

The SUPERIOR Engines develop and maintain the amount of power at which they are rated.

We solicit your inquiries, and will be pleased to send you the name of some Elevator Firm who owns a SUPERIOR.



DECREASE EXPENSE

Our catalogue and prices for a two cent stamp

SUPERIOR GAS ENGINE CO., Springfield, Ohio

GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

Grain Dealers Company

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager

SUBSCRIPTION RATES

To United States, Canada and Mexico one year \$1.50; two years \$2.50; one copy 10 cents.
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.
A Red Wrapper on your Journal means your subscription has expired.

THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

LETTERS

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., MAY 25, 1912.

MANY winter wheat farmers of Nebraska and Kansas, who plowed up portions of fields which now promise yields of 12 to 18 bushels per acre, are much depressed by fear that relatives will have a conservator appointed for them.

AN INDIANA inspector of weights recently made public some of his findings, much to the chagrin of a miller whom he figured had lost over \$900 in one season by weighing wheat on scales which favored the farmers. A good wagon scale is one of the first essentials necessary to the successful grain buyer. To attempt to do business without it is surely a very short sighted policy.

WHEN a scale is so poor that the manufacturer is unwilling or neglects to place his name and address upon it, it cannot be depended upon for correct weights, hence no man can afford to waste money installing it. The manufacturer who puts out a first-class scale, a scale he is proud of, will always have his name in a prominent place, but the scale he is ashamed of will bear no marks which will assist in tracing it back to the maker. It is simply a woeful waste of good money to install a grain scale because of its low cost. The best is none too good.

THE NATURAL shrinkage champions held another meeting in Chicago last week, in an effort to establish this mystical factor, but without accomplishing anything. The representatives of the grain shippers in attendance refused to admit natural shrinkage in excess of natural absorption.

IF A GRAIN shipper receives thirty-four copies of the same market report, the only difference being the card at the top of the first page, how many does he open? Are the chances of his shipping to that market increased by a multiplication of the number of copies mailed him? A reduction to one copy daily would effect a great saving in stationery, stamps and reports and give him all the information needed. Why do receivers persist in the needless waste?

THE RAILROADS of Kansas and Oklahoma are holding on to all the foreign cars they get possession of, cooperating them and placing them in prime condition to receive grain. While the crop will be ten days to two weeks later than usual, the prevailing opinion among shippers of southwestern territory is that a large movement will be experienced from the start, and all available facilities will be needed to care for the grain which the farmers will offer.

MOISTURE TESTERS will be necessary next season even in Texas and the Southwest, if the 1912 crop of corn is anything like the last one. Never before was so much trouble experienced with damp corn, and many Texas buyers persisted in bidding for "No. 3 Dry Corn." What is meant by "dry" corn in one section may not be dry in another, hence if the trade is to avoid disputes and difficulty, the percentage of moisture permitted must be stipulated in figures.

FORGING B/L will be a very dangerous undertaking, if Senate Bill 6367 is enacted into law, as all found guilty of altering or forging bills of lading will be fined not more than \$5,000 nor imprisoned more than 10 years. It is alright to prosecute the offenders, but at the same time the liability of the railroad companies should be reiterated, as by issuing blank bills to whomsoever asks, the railroads tempt and assist dishonest men to impose upon a confiding public.

MANITOBA'S elevator commission has announced that government elevators are a failure, and that the 172 elevators now operated will be sold as soon as possible, and the commission will terminate its existence Aug. 31st. The government has lost enough money in catering to the whims of the demagogues to materially reduce the taxes of the poor farmer they were striving to help. Whenever any government has engaged in business, the expense of conducting it has been several times the expense for doing the same kind of business by private enterprise.

RENTALS for elevator sites are being increased in the southwest, as well as elsewhere in the country, and naturally owners of elevators located on railroad right of way are chafing under this exaction. The one sure relief, which is good everywhere, is to place elevator on private ground. Then it will not be necessary to sign a lease, releasing railroad company from liability for burning or wrecking the elevator, and what is more, the taxes and interest on the land will oftentimes be much less than the rental asked by the railroad company.

CORN of the last crop has caused shippers a world of trouble all during the year, but judging from recent complaints, they have had more trouble during the present month than during the rest of the year. It is but natural that corn of the last crop should more readily get out of condition during the germinating season than before, and especially if kept in a hot box car under a boiling sun a few days. It behooves dealers with damp corn to sell to ship it to a nearby market and cover the car with placards, "PERISHABLE—RUSH."

NORTHERN grain shippers continue to complain against the practice of the McKinney, Tex., National Bank, which detaches draft of original shipper and attaches draft of buyer without requiring payment by the McKinney dealer. The bank is clearly the agent of the shipper, and no doubt would hesitate to ignore specific instructions not to let B/L pass from its hands until draft has been paid. That is what all banks are expected to do and very few are willing to do otherwise, because they are fully liable for the B/L and no doubt would have to pay full amount of shippers draft, in case B/L was lost. The practice is all wrong and should not be tolerated. Shippers should refuse to make drafts thru the offending bank.

IT IS gratifying to note that reports received regarding new elevators contemplated, show, with a few exceptions, that the elevators will be completely equipped with modern machinery and conveniences for facilitating the rapid and economical handling of grain in all forms. The high prices prevailing during recent years has increased the profits derived from the careful handling of grain. In some sections it has also encouraged country dealers to more careful classification and buying of grain from farmers. The number of country houses being planned and constructed of reinforced concrete will insure the elimination of many worries and fire hazards, which heretofore has caused much uneasiness on the part of elevator operators. More grain dealers are installing feed grinding equipment, and no doubt henceforth will handle to better advantage all screenings and offal, as well as low grade grain.

OKLAHOMA grain dealers who have been favoring farmers by storing grain for them, should not overlook the fact that the laws of the state deny them the right to operate as public warehouses unless they have a capacity of 25,000 bus. or over. It is unfortunate that every state has not a similar law, and that every country grain dealer who persists in receiving grain from different owners for storage is not required by law to take out a license, issue formal certificates for each lot of grain received, and to charge a stipulated fee for storage, which should give him a fair compensation for the room and for the insurance, which in fairness to his customers, should be taken out. The provisions of the Oklahoma law are so rigid, country dealers cannot afford to operate under it without charging a high storage fee.

CORN BUYERS who bot last year's crop on the basis of 70 lbs. are much distressed to find their records prove a loss of 3 to 4 lbs. per bushel, because of unfilled ears and worm dust. Many dealers now acknowledge that had they taken into consideration the many unfilled ears in every lot of grain purchased, they would have insisted upon taking at least 72 lbs. This would have reduced their loss, but still it would not have been enough to insure them 56 lbs. of shelled corn. Even Oklahoma dealers, who had corn to handle, suffered as much as dealers in other states. Corn dealers who watched closely the condition of last year's receipts will be interested to know that few farmers who soaked their corn and skimmed off the dirt and light grains lost any horses, as the result of feeding it. The close observing, well posted farmer protected his live stock, while the slipshod, careless one killed off many of his horses by feeding it, and thrust a heavy loss on many grain dealers by selling the poor corn to them as good grain.

SENATOR McCUMBER has again introduced a bill providing for federal inspection of grain, and the Texas Grain Dealers Ass'n at its meeting this week, declared "in favor of federal inspection under civil service rules." The trade would be much worse off under federal inspection than it is at present under the multiplicity of grain inspection authorities, and the federal inspectors would never be liable for any of their blunders. There would be no recourse. The trade can bring about uniform rules and uniform gradings to its own benefit, if it will do so, but the much desired reformation could never be even hoped for under federal control. Federal supervision might prompt present inspectors to be more vigilant and to strive more earnestly for uniformity, but federal inspection would be conducted independently of the trade, and without consideration for the traders. If the barnacles were once seated on the trade, it would be next to impossible to obtain relief from incompetent graders, red tape and politicians.

LATE dispatches from Oklahoma are to the effect that Li Likell, president of the Crop Killers' Union, was suffering intensely from heart failure, with little promise of recovery. It seems that the job of killing off the crops of the Southwest was so discouraging as to overcome the famous "so-called" crop prognosticator.

THE COST OF DOING BUSINESS.

Several times during the past year grain dealers who recognized that many shippers had little idea of what it was costing them to do business, have discussed this question before trade associations. That the discussion has resulted in some improvement in recording business cannot be doubted, but the agitation has not yet reached that point where grain dealers have given the subject sufficient consideration to detect all or even a large proportion of the loop-holes which make for losses. Some of the cost accounting schemes proposed have been so complicated and involved as to be absolutely forbidding to the average grain dealer, in fact they would require so much work that many dealers would have little time for anything else.

The millers have also been investigating the cost of doing business, and the Millers National Federation appointed a Cost Commission, which has recently given out a cost chart, designed to give members a complete schedule of items entering into the cost of production, sale and shipment of their products, with the hope that all would keep a more careful account of the work of each department.

The printers of the land have discussed cost accounting systems during recent years so frequently, that in many centers the cost of printing today is several times what it was five or ten years ago, and that too without any iron clad agreement to boost prices. They simply wanted the money, demanded it and in many cases have obtained it.

The grain dealer has so long been working for nothing and boarding himself, that the time is at hand when he must join the class in cost accounting and learn what it costs him to handle a bushel of grain from wagon to car. True, it does not cost all the same, nor can it ever be expected that the cost will be the same. The owners of fireproof elevators have a small insurance cost and the owner of an up-to-date elevator has mechanical facilities for handling grain which should materially increase his capacity and reduce the cost of handling, if a given quantity of grain can be obtained.

The grain trade needs a cost commission. Margins of profit must be established at a living scale. If buyers had convincing evidence that they could not afford to handle grain on present day margin, they would be less likely to over-

bid the market, when they saw a good bunch of grain going to a competitor. Street bidding should be abolished, and fair prices posted and maintained, that all may realize fair compensation for their services.

SHIPPERS WEIGHT CERTIFICATES.

In the course of the excellent paper on "Weights" presented by Mr. Maegly of the Santa Fe R. R. at Oklahoma City meeting this week, the very reasonable suggestion is advanced that shippers exercise more care in weighing grain into cars, that they issue a formal certificate, stating how it is weighed, the weight of each draft, and state whether or not the grain was spouted direct to car from scale hopper, or thru bin or pit.

He also suggested that a carbon copy of this certificate be sent with the car, so that weighman at destination would know loaders weight, and look for leaks if unloading weight varied greatly from the shippers weight.

All of these suggestions are practical and reasonable, and should assist in tracing the cause of shortages. Shippers want all of the grain they place in cars delivered at destination, or in lieu thereof, they desire compensation for any loss in transit. All this they are fully entitled to. The carrier on the other hand is just as much entitled to know that the shipper exercised every known precaution to obtain correct weights at initial point. Many shippers voluntarily issue certificates of weight of each car loaded, and have the weighing witnessed by someone who signs the certificate of weight with them.

The shortage trouble can and will be eliminated if all interested will co-operate and keep a record of the grain at every step, so that how and where each leak occurs can be more readily traced. Many carriers have done much toward reducing the losses due to leaks, by providing better cars. Others have gone even further and supplied car liners, but if scales are not kept in prime working condition, and weighing and reporting is not conducted with care and caution, discrepancies between weights at initial and destination points are sure to occur. All that the railroads ask is that methods be adopted which shall assist in locating the cause of losses when they do occur. Until the causes are accurately located, a permanent remedy for the shortage evil cannot be prescribed.

Shippers want *only* what is rightly due them, and the more clearly they convince carriers of this fact by the adoption of careful methods and the issuance of weight certificates, the more willing will every carrier be to reimburse them for losses sustained and to co-operate in the fullest to the elimination of all known causes of these losses.

RULES NEEDED FOR FILING ARBITRATION CLAIMS.

The rules for filing arbitration cases, as recommended by the secretary of the Texas Ass'n, if adopted by every organization having compulsory arbitration, would facilitate the work of the arbitration committee, and assist it to prompt decisions. Inasmuch as the grain dealers who compose the arbitration committee give their time gratis, in an effort to adjust differences between members, it is only right and fair that each party to every controversy should compile complete written statements of his case, and support it by all the documentary proofs obtainable.

Laxity in presenting a case must naturally prejudice arbiters, because they will involuntarily judge of the dealers business methods by the way he presents his case. The methodical man who clearly states his plea and supports it at every step by reliable evidence, generally establishes a clear case. He makes it easy for the arbiters to understand his position, while the man with a bill supported only by verbal evidence makes it difficult for them to understand his contention.

The time is coming when all grain trade organizations must refuse to burden the members of the arbitration committee with any case which is not stated fully and clearly in writing, and supported by documentary evidence. Kindly disposed arbiters have given so freely of their time and energy that naturally they have been greatly imposed upon, all unreasonably and unnecessarily.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for publication, the initials, number, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

V. R. R. 8801 passed thru Arthur, Ill., eastbound on local, in the morning of May 24, leaking oats badly at door; didn't have time to fix as train started before discovered.—A. F. Davis.

H. & T. 11039 passed thru Colfax, Ia., on thru freight at 11:50 a. m., May 21, leaking grain on right side about two feet from door post.—R. F. Agar, mgr. Deniston & Partridge Co.

C. B. & Q. 101744 passed thru Walton, Ind., May 17, southbound on the P. C. C. & St. L., leaking corn at corner of car, underneath. Train did not stop so could not fix.—O. A. Dutchess, mgr. Walton Elevtr. Co.

C. St. P. M. & O. 15044 passed thru Noblesville, Ind., on the Lake Erie & Western track, May 17, leaking wheat.—C. B. Jenkins, Noblesville Mlg. Co.

Virginian 80533 passed thru Murdock, Neb., May 13, westbound on C. R. I. & P., train No. 85, leaking corn slightly at drawbar.—W. F. Weddell, agt. Wright-Leet Grain Co.

I. R. C. 18561 passed thru Wheatland, Ind., May 13, eastbound, leaking white corn at end; car burst.—Walker & Chambers.

C. B. & Q. 33557 passed thru Minburn, Ia., May 10, leaking corn badly at drawbar.—B. P. Greenfield.

Erie 101065 passed thru Minburn, Ia., May 10, leaking corn near end at side of car; could not fix, cars moving.—B. P. Greenfield.

I. A. C. 1954 passed thru Clarence, Ill., May 7, leaking oats at side near bottom. Did not have time to repair.—D. M. Carson.

Grand Trunk 26267 passed thru Clarence, Ill., May 7, leaking oats at side near bottom. Did not have time to repair.—D. M. Carson.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

HOW ARE BREWERS' GRAINS DRIED?

Grain Dealers Journal: We would like an explanation in Asked & Answered column of the process of drying brewers' grain, and to get in touch with a firm making the apparatus.—N. L.

DANGER OF DUST EXPLOSION?

Grain Dealers Journal: Is there danger of a dust explosion in an almost airtight bin into which we elevate grain as we buy it from the farmers? This receiving bin is never filled full, as the grain is fed into the cleaner below as we buy it. We intend to install an exhaust blower.

Would it be advisable to connect a suction pipe to the above receiving bin?—J. D. Arras & Son, Arlington, O.

Ans.: The dust will not explode spontaneously, and with no open flame or sparks in the bin there should be no danger of explosion. A handful of fine grain or flour dust tossed into the open air can be made to explode as it settles down over a candle flame. Even when the dust is present in the air in the density requisite to explosion a spark or flame is absolutely necessary to ignition. It would do no harm to connect a suction pipe to the receiving bin, but be more effective to connect it to cleaner.

RECOVERY OF EIGHTY CENTS FOR COOPERAGE?

Grain Dealers Journal: What is the period the 80 cents cooperage allowance was in effect in Nebraska?—D. J. Cronin, mgr. Farmers Grain & Stock Co., Sutton, Neb.

Ans.: Shippers who furnished labor and materials for cooperage of grain cars are entitled to the allowance of 80 cents per car as authorized in tariffs of the C. B. & Q., on which road shipments are made from Sutton, from Mar. 10, 1909, to July 1, 1911. The allowance by the C., M. & St. P. covers the same time and that by the Rock Island dates back to Sept. 28, 1908. These allowances are covered by western trunk line tariffs I. C. C. Nos. A-1- 18- 43- 89- 122- 164 and 191.

HOW DELIVER CORN FROM ELEVATOR TO CRIB?

Grain Dealers Journal: We contemplate building a crib 50 ft. long, 30 ft. wide and 30 ft. high, to be filled from a cleaner and sheller room three stories and basement high at one end of the crib. We believe it will be necessary to install a drag to deliver corn from the receiving elevator in cleaner house to the full length of the crib; and that another drag will be necessary to deliver corn from crib to sheller.

Which would be best: A continuous chain running along the top and down the ends of building, and back to sheller under first floor; or two individual belt drags?

What size of drag will handle 600 to 800 bus. of corn per hour?

Will an air vent running lengthwise thru the middle of the crib give suffi-

cient ventilation, with top and bottom closed and both ends open?—C. Crib.

REDUCTION OF THRU RATES TO LOWEST COMBINATION.

Grain Dealers Journal: In the Journal April 10 we notice a paragraph on page 508, "The correction of thru rates which exceed the lowest combination of rates made on any base point has been ordered by the Interstate Commerce Commission."

We would like to have further information and special authority of the Interstate Commerce Commission for this statement. We have just had some trouble with rates, and this paragraph looks encouraging.—Rein-Hardt Grain Co., McKinney, Tex.

Ans.: This order was issued by the Interstate Commerce Commission Mar. 16, and is officially known as Fourth Section Order No. 839 and General Order No. 11, copies of which will be supplied by the Supt. of Documents, Government Printing Office, Washington, D. C., at 5 cents per copy.

A WORD FOR YOU.

When your business has a "sickness,"
And you're feeling kind of blue
And the orders are a-slumping
Till you don't know what to do,

Just pack up that old brown suit case,
Tell the folks you're feeling tough,
And have got to tend the meeting
Which is only two days off.

Go and mix up with the fellows,
Leave your troubles all behind;
It will be a rest that's needed,
Make you feel a different kind.

For there's nothing in this world
Does a man quite so much good
As a little change of scenery
And a little change of mood.

COMING CONVENTIONS.

Among the numerous conventions of grain dealers booked for the summer months are the following:

May 29-31.—The Millers National Federation has changed the time of its annual meeting from June to May, so as not to conflict with the dates of the convention of Operative Millers at Louisville, Ky., June 3-8. The Federation will hold its meeting at Kansas City, May 29-30-31, and it will be for millers only.

June 11-12.—The Illinois Grain Dealers Ass'n will hold its annual meeting in Peoria, Ill.

June 14-15.—The Indiana Grain Dealers Ass'n will hold its annual meeting in Indianapolis, Ind.

June 13-15.—The Colorado Grain Dealers Ass'n will hold its annual meeting at Colorado Springs.

June 17-18.—The Council of North American Grain Exchanges will hold its semi-annual meeting in Cedar Point, O.

June 19-20.—The Ohio Grain Dealers Ass'n will hold its annual meeting in Cedar Point, O.

June 19-21.—The National Ass'n of Managers of Farmers Elevator Companies will hold its annual convention at Minneapolis.

June 25-27.—The American Seed Trade Ass'n will hold its annual meeting at Chicago.

July 16-18.—The National Hay Ass'n will hold its annual meeting in Kansas City, Mo..

July 20.—The Utah State Millers & Grain Dealers Ass'n will hold its annual meeting.

Oct. 1-3.—The Grain Dealers National Ass'n will meet at Norfolk, Va.

Letters From Dealers

[Here is the grain dealer's forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

BE CAREFUL DURING GERMINATING SEASON.

Grain Dealers Journal: Lodge No. 1912, Germinating Season of Everywhere, is now duly open. All grain dealers are eligible.

The password at the outer door is "Hot Corn" and at the inner door "Discount."

The grip is given by taking your pen between the thumb and two first fingers of your right hand and writing a check for your losses. The motto is "Be careful what you ship."—H. I. Baldwin & Co., Decatur, Ill.

THAT CAT RANCH SCHEME EXPOSED.

Grain Dealers Journal: Your exposure of the Cat Ranch scheme shows every evidence of "Sour Grapes." Heretofore we have been content to take the tenderfoot out "Snipe Hunting," or invite him to "Pull the Badger." However, business has been so "bum" it seemed we ought to avail ourselves of this propensity of the "Tenderfoot" from the Effete North to turn an honest penny, but here you come like the Croaking Raven and spoil the whole thing. Shame on you.—J. A. Birdsong, Mgr., Kell Mfg. Co., Vernon, Tex.

THE HIGHEST PRICE FOR THE BEST GRAIN.

Grain Dealers Journal: My opinion in regard to paying one price for all grades of one kind of grain, is that the man doing so must be a novice in the business or else expects to make farmers believe that he is able to command a better price for all kinds of grain than anyone else. By so doing he does a gross injustice to the producer who sells him grain which has been well taken care of.

It is a fact beyond dispute that the poorest quality of grain brings the lowest price in the terminal markets, and if the country buyer pays one price only, he pays the farmer with poor grain too much, more than it is worth, and does not pay the farmer with better grain what it is actually worth. The country buyer is not in business for fun or for his health, and we can safely say that the producer who sells the better grain is discriminated against.

I believe that all grain should be graded and docked according to its merits and paid for on that basis. In this way we, as grain buyers, will eventually accomplish what we all ought to strive for, namely the inducing of the producer to market grain of the best quality with the least amount of dirt in it. By keeping at it, we will win out in the end.

It is a fact that the farmers need education in this respect. They have been too careless with their seed grain and the thresher to anxious to get paid for

grain and dirt that he runs thru his machine.—J. S. Danens, Mgr. Hancock Market Co., Hancock, Minn.

THAT SELF-RENEWING CONTRACT AGAIN.

Grain Dealers Journal: The letters you have published in regard to the Bristol Mercantile Agency amuse me. I too, got stung, but that I was the only greenhorn in the grain business. From my talk with Geo. W. Bristol, I thought I was signing a contract for one year only. I did not read it until they wrote me they were forwarding another book. As I had discontinued the grain business, the book was of no use to me, but they insisted that I read the contract and live up to it. Since that time I read all contracts before signing them. I take no one's word for their contents.

I do not begrudge the first \$20.00 I paid this agency, but I do the next \$10.00, which they insisted upon having to release me. I never received one cent's worth of benefit out of the book.—Fred Kalmbach, North Baltimore, O.

FAVORS DR. WILEY.

Grain Dealers Journal: The terminal markets and the speculators do not, as they can not control the grading of grain. Therefore they can not control the markets and make fictitious prices without taking the grain; but the difference with the hedgers and short sellers!

These people went out and raised the alarm among the country grain dealers and the farmers, because the farmer was asking for better treatment than he had been getting and they feared that his demands were going to be heard and possibly granted by federal inspection, which cannot hurt any buyer or seller but which will give them the equal rights they should have since they are in the majority. The agitators thought, however, they saw their chance to ward off such inspection and they went after Dr. Wiley in dark colors, painting his decision as black as night. Let me ask the country grain dealers and the farmers if they could miss the mark farther than some of the terminal markets do when they grade No. 4 corn, No. 3 on light receipts and No. 3 corn No. 4 on larger receipts, as many claim they do. The grading after large consignments are on their way does not seem to be the same as it was before they were started.

What the farmers and the country grain dealers want is justice, and if the courts will not give it to us, we stand a poor show of getting it. We do not care so much what number they call our grain, 3, 4 or 16, but we do want the same grade given the same number all the time in all the different markets, if we are going to continue to sell it by number. We want an even exchange with the speculators.

My views on Dr. Wiley's decision are the same as those of W. A. Thompson of Louisville, who writes: "We note that you are greatly alarmed over the late decision of Dr. Wiley covering the adulteration of corn and oats, but the trade should not misrepresent this decision, as we believe it is just and will go a long way toward forcing the various markets that have been on a false standard, to adopt a correct method of doing business."

"No man or men who want to do a straight business need fear this decision. The consuming public is about to have fair play, there must be no hiding behind a certificate of inspection, it must repre-

sent the actual quality of the grain. Our experience is that it has not done so in the past, and for this reason we strongly commend the decision of Dr. Wiley. The country shippers have no cause to fear, it does not apply to them since their shipments do not carry a certificate and are not branded until they arrive at the primary markets, therefore so far as we can see it is immaterial to their interests."

The newspapers report that Sec'y Wilson and others in that department do not favor federal inspection but are working for the standardization of grades. My opinion of standardization is that it will be equal to the moisture test of corn and a choice between haves and the deep sea.

A prominent senator is reported to have said, in addressing the Ass'n: "We do not know what you want, nor do we know what you ought to have, but this we do know, if the members of the united grain trade can agree on what they want and ask us for it, we will give it to them."

I think that the farmers should have a voice in this and now is the time for them to speak, while their senators and representatives are telling of their good qualities and giving the reasons why they should be elected, principally consisting of the fact that they are good republicans or democrats because they have always stuck to their ticket no matter who was in the running.

It is a vital question for the producer and the consumer and unless you are satisfied with a gross of 40, 50, 60 and 70c for your corn and a net of 10 to 15c a bu., try and better your condition. The consumer in many cases does not get any more than you do, he is your next friend.

I am for federal inspection first, last and all the time. I favor Dr. Wiley, let Dr. Osler of Baltimore chloroform us all at 60 if he will.

A cure for speculating on grain products: All purchases or sales that require a margin shall be declared gambling transactions and be punishable by a fine and imprisonment for each offense. That will settle the whole question, putting a stop to trading on margins and the balance will right itself. There is nothing in this act to hinder a man from buying all the grain he can pay for and holding it for gain.—Yours, J. S. Cameron, Elliott, Ill.



Chas. Kennedy, recently Elected Pres. of Buffalo Corn Exchange.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission, the carriers have made the following changes in rates:

Mo. Pac. gives rates, effective June 7, on cob meal from Sikeston, Mo., to New Orleans, La. (when for export), 14c.

T. & O. C. in Sup. 4 to No. 1858 gives rates, effective June 3, on grain and grain products from T. & O. C. stations to C. F. A. points.

Ill. Cent. gives rates, effective June 1, from Tamaroa and Sunfield, Ill., to Mound City, Ill., wheat, 7c; barley, corn, oats and rye, 6.8c.

Toledo & W. in Sup. 5 to GFD451 gives rates, effective June 13, on grain and grain products from Toledo & W. stations to eastern and seaboard cities.

Mo. Pac. in No. 201X makes announcement of elevation charges, effective June 7, on grain transferred thru elevators located at Neb., Ia., Mo. and Ill. points.

Mo. Pac. in No. 2102B gives rate, effective June 12, on grain and grain products from Colo., Okla., Kan., Mo. and Neb. points to Ark., Mo. and Okla. points.

Hanover gives rates, effective June 1, on grain and grain products between Hanover, Ill., and North Hanover, Ill., wheat, 3.46c; corn, rye, oats and barley, 2.94c.

C. & N. W. in Sup. 44 to GFD11100 gives rates, effective June 1, on grain between stations in Ill., Wis., Mich. and Ia. and Minn. and Neb., Wyo. and S. D. points.

Minn. & St. L. in Sup. 14 to No. 751A gives rates, effective June 6, on grain and grain products between Minn. & St. L. stations in Ill. and Missouri river points.

T. P. & W. gives rates, effective June 1, on grain and grain products between Peoria, Ill., and Chatsworth, Chenoa, Ill., 5.5c; Crescent City, Ill., 5.5c; Weston, Ill., 5.5c.

C. M. & St. P. in Sup. 12 to GFD200A, gives rates, effective June 1, on wheat, corn, rye and oats between Missouri river points and Minn., Ia., Mo. and S. D. points.

Mo. Pac. in Sup. 21 to 1285 gives rates, effective May 27, on grain and grain products between Kan., Neb., Ia., Mo. points and Colo., Kan., Mo., Neb. and Okla. points.

Minn. & St. L. in No. 1634C, gave rates, effective May 23, on grain and grain products from Muscatine, N. & S. stations to Kansas City, St. Joseph, Mo. and Leavenworth, Kan.

Minn. & St. L. in Sup. 9 to No. 1622A gives rates, effective June 3, on grain and grain products from Mo., Kan. and Ia. points to Minn. and St. L. stations and connections.

C. P. & St. L. of Illinois gives rates, effective May 21, on corn from Pekin and Peoria, Ill., and points taking same rates to New Orleans, Port Chalmette, La., for export, 14½c.

C. M. & St. P. in Sup. 39 to GFD2063B gives rates, effective May 27, on wheat, corn, rye and oats to Mich. points from Chicago, Ill., Milwaukee, Wis., Racine and Racine Junct., Wis.

C. R. I. & P. in Sup. 59 to No. 18750A gives rates, effective June 1, on grain and grain products from Mo., Kan., Neb., Ia., Okla. and Tex. points to Ill., Ia., Mo., S. D., Kan. and Minn. points.

C. & N. W. in Sup. 2 to GFD10869C gives rates effective May 28, on grain and grain products from S. D. points to Cairo, Ill. (locally), Cairo, Ill. (proportional), Memphis, Tenn., and New Orleans, La.

Ill. Cent. in Sup. 12 to No. 2299C gives rates, effective June 10, on grain and grain products from Council Bluffs, Ia., Omaha and South Omaha, Neb. to Ill. Cent. stations in Ill., Wis., Ia., Minn. and S. D.

C. R. I. & P. in Sup. 2 to No. 14871E gives rates, effective May 28, on grain and grain products between Memphis, Tenn., and stations in Ark., also from La. points to Memphis, Tenn., and stations in Ark.

C. B. & Q. in GFD1991K gives rates, effective June 2, on grain from Duluth, Minneapolis, Minnesota Transfer, St. Paul, Winona, Minn., La Crosse and Superior, Wis., to Ohio river crossings and C. F. A. points.

L. S. & M. S. in Sup. 1 to ICC A-2819 gives rates, effective June 1, on grain and grain products from L. S. & M. S. stations and connections to eastern Va. basing points and also Can. and interior eastern points.

Minn. & St. L. in No. 1594B gives rates, effective June 1, on grain from Minneapolis, Minnesota Transfer, St. Paul, Minn. (when originating beyond), also rye from Minn. and St. L. stations to C. F. A. points.

Ill. Cent. in Sup. 10 to No. 2585E gives rates, effective June 1, on grain and grain products from Ill. Cent. stations in Ill., Ind. and Wis.; also Dubuque, Ia. and St. Louis, Mo. to Cairo, Mound City and Mounds, Ill.

C. M. & St. P. in GFD4E gives rates, effective May 27, on grain and grain products from Missouri river points (originating beyond), to Chicago, Ill., Milwaukee, Wis., Savanna, Ill., St. Paul, Duluth, Minn. and rate points.

C. & O. of Ind. in Sup. 2 to No. 769C gives rates, effective June 7, on grain and grain products from Chicago, Ill., Hammond, Ind., and other C. & O. Ind. stations to New Eng. eastern and interior and Can. points.

C. R. I. & P. in Sup. 3 to No. 27304C gives rates, effective June 1, on grain and grain products between C. R. I. & P. stations and St. P. & K. C. Short Line stations in Ill., Ia. and Minn. and C. R. I. & P. stations in La., Minn. and S. D.

C. R. I. & P. in Sup. 66 to No. 10389C gives rates, effective June 1, on grain and grain products between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations taking same rates and Ill., Ia., Neb., Minn., Mo. and S. D. points.

C. R. I. & P. in Sup. 11 to No. 17020A gives rates, effective May 28, on grain and grain products between St. Louis, Mo. and rate points, East St. Louis, Cairo, Gale, Thebes, Chicago, Joliet and Peoria, Ill. and stations in Ark.

C. M. & St. P. in Sup. 99 to GFD1545D gives rates, effective June 1, on grain and grain products from St. Paul, Duluth, Minneapolis, Minn. and rate points (originating beyond) to Chicago, Peoria, Ill., St. Louis, Mo. and rate points.

C. M. & St. P. in Sup. 13 to GFD27592 gives rates, effective May 27, on oats, corn, bran, chopped feed, middlings and shorts from Des Moines division south of and including Boone, Storm Lake and Fonda, Ia. to Ill. and Wis. points.

K. C. Sou. in Sup. 5 to No. 1393G gives rates, effective June 12, on grain and grain products from Kansas City, Mo., Missouri river points and K. C. stations to Little Rock, Brinkley, Mansfield, Hot Springs, Ark. and C. R. I. & P. and connections.

C. M. & St. P. in Sup. 98 to GFD2463D gives rates, effective May 27, on wheat, corn, rye and oats between Chicago, Ill., Milwaukee, Racine, Wis., Duluth, Cloquet, Minn. or Superior, St. Paul, Minn. and stations in Ia., Mo., Minn., S. D. and N. D. points.

C. St. P. M. & O. in Sup. 5 to GFD1310C gives rates, effective June 1, on grain and grain products between St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Superior, Itasca, Ashland, Wis. and stations on the Wis. division and C. & N. W. stations and connections.

C. R. I. & P. in Sup. 9 to 13207E gives rates, effective June 2, on grain and grain products from Kansas City, St. Joseph, Mo., Armourdale (Kansas City, Kan.), Atchison, Leavenworth, Kan., Council Bluffs, Ia., Omaha and South Omaha, Neb., to Ill., Ia. and Wis. points and connecting lines.

C. R. I. & P. in Sup. 11 to No. 19687-D gives rates, effective June 1, on grain, grain products, seeds and hay from stations on the C. R. I. & P. and St. P. & K. C. S. L. in Iowa, Minnesota and South Dakota, also Missouri river crossings to Ala., Ark., Fla., Ill., Ind., Ky., La., Miss., O. and Tenn.



At the Grave of the Dead Experiment.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

COLORADO.

Yuma, Colo., May 13.—Wheat looks fine, ground in prime condition for spring crops.—W. S. Fritts, formerly of Winona, Kan.

Holyoke, Colo., May 18.—Fall wheat was damaged 20%; spring grain looking fine; corn planting well under way, with ground in excellent shape.—S. T. Thompson, pres. of the Farmers & Merchants Grain Co.

IDAHO.

Cottonwood, Ida., May 13.—Good prospect for fall sown grain, but grave fears for spring crops, the spring being so late that little sowing has been done.—W. P. McWilliams, agt. Vollmer-Clearwater Co.

ILLINOIS.

Jacksonville, Ill., May 23.—Winter wheat a complete failure; wheat seed (soft red) famine threatened; in some sections wet ground allowed only 10% of a crop of oats to be sowed, while in other parts a full acreage is out; growing oats have a yellow cast; complaints of chinch-bugs in the southern part of state; oats and corn prospects poor; the low lands are so wet that they will have to lay over for another year; daily rains have allowed only the best ground to be worked; much depends on weather from now on; meadows look good, but clover about all winter-killed.—R. S. Nelson.

Decatur, Ill., May 18.—The season is late and good seed corn scarce. This kind of weather causes a rapid growth of small grains, grasses and spring flowers and the country looks as green and beautiful as the back of a new ten-dollar bill, but the corn planter is moving along as slowly as a heavy freight train climbing the Boody Hill. It takes average corn in an average year in central Illinois about 136 days from date of planting to mature ready for a killing frost. Prospects are that a rather large per cent of Illinois corn will be planted in the month of June this year.—H. I. Baldwin & Co.

INDIANA.

Rockport, Ind., May 23.—This county will not have over 1/2 of a wheat crop. Some fly.—Rockport Mlg. Co.

Clinton, Ind., May 12.—Wheat acreage 10% less than in last year; condition, 70%; acreage plowed up and sown to oats, 50%; corn, 10%; corn in farmers' hands, 15%; wheat, 30%; oats, none.—J. S. Henry, of the Clinton Grain & Feed Co.

IOWA.

Wightman, Ia., May 19.—Small grain looks fine; corn planting all done.—W. O. Ferguson.

Belmond, Ia., May 20.—Small grain looks fine; corn nearly all planted; weather has been fine.—C. L. Furmeth.

Minburn, Ia., May 10.—Farmers busy planting corn; ground in fine shape. Oats prospects never better, tho a little late.—B. P. Greenfield.

Libertyville, Ia., May 21.—Oats and hay prospects excellent, with large acreage; corn late on account of re-planting, made necessary because continuous cold rains rotted seed in ground.—S. B. Bishop, pres. Farmers Elvtr. Co.

Alleman, Ia., May 7.—Twice as much winter wheat this year as last; only a few small patches were frozen out, not more than 1%. Corn in farmers' hands, 60%; oats, 5%; wheat, none.—J. Roy Johnson, mgr. of the Farmers Elvtr. Co.

KANSAS.

Winfield, Kan., May 20.—Spring wet and backward.—Wm. W. Lockwood.

Sedan, Kan., May 19.—Red wheat winter-killed, 25%; corn late, but prospects good; good hay prospects; no wheat in farmers' hands.—S. Park & Son.

Sawyer, Kan., May 10.—Wheat promises bumper crop; plenty moisture; Pratt County credited with being at top of list in Kansas.—W. E. Clark.

Cherryvale, Kan., May 16.—We have not more than a hope of a wheat crop this year; much of the acreage has been plowed up.—Thos. Laughlin, of Liberty.

KENTUCKY.

Russellville, Ky., May 14.—Wheat condition good; average crop sown; none plowed

up; all wheat practically out of farmers' hands.—Russellville Mlg. Co., by F. W. Wilson.

MICHIGAN.

Jackson, Mich., May 14.—Wheat nearly all killed; large per cent of acreage plowed up and planted in spring crops.—S. M. Isbell & Co.

MINNESOTA.

Rogers, Minn., May 20.—Crops in fine condition.—Mike Bork.

Lintonville, Minn., May 20.—Grain in fine shape.—W. A. Bast, agt. Atlantic Elvtr. Co.

Morgan, Minn., May 20.—Conditions best ever seen for small grain but too cold for corn.—F. H. Hartwick, agt. G. L. Meine & Co.

Carver, Minn., May 19.—Wheat never looked better at this time of the year. No winter wheat; oats a little thin; more corn and barley will be planted.—Carver Elvtr. Co.

Frost, Minn., May 18.—Crops looking good; large amount of corn will be planted; farmers having great trouble with seed corn. Very little grain in farmers' hands.—Harry Millbye.

Chandler, Minn., May 14.—Seeding all done; grain coming good and we look for good crop. Frequent and heavy rains have soaked ground; no fear of drought. Corn planting will be general next week; slight increase in acreage.—Chandler Farmers Elvtr. Co.

Minneapolis, Minn., May 22.—Weather ideal for root development during the past week in Minn., N. and S. D.; all grain has made slow but very satisfactory progress. Heavy rains delayed coarse grain seeding and corn planting, but not enough to affect acreage. Corn planting about 25% accomplished in southern Minn.; well under way in S. D.; decrease in wheat acreage in N. D. 15%. Minn. and S. D. will not show any decrease. Small grain except flax all in ground in Minn.; barley and oats seeding still going on in N. and S. D.; flax seeding well under way. Some damage to winter wheat from cutworms in western S. D., but territory affected is small and damage will have very little effect on the wheat crop of the three states as a whole.—The Van Dusen-Harrington Co.

MISSOURI.

Versailles, Mo., May 15.—Growing wheat looking fine.—H. Moser.

Kansas City, Mo., May 16.—The winter thru our section and west of here has been hard on many crops. A large per cent of wheat will be plowed up and lands put in other crops, principally forage.—Thos. Tobin, of the Missouri Seed Co.

Princeton, Mo., May 11.—Have just completed trip of crop inspection thru territory surrounding our elvtrs.; wheat in much better condition than any time since I have been engaged in the grain business. Oats fully 100% of last year's acreage; prospect almost perfect. Soil in best condition for year's corn planting; farmers very busy; expect corn planting to be completed by the 20th; acreage fully 105% of last year. Ample moisture. Practically no surplus old wheat but about 25,000 bus. corn in territory of each elvtr.; will be sold as soon as farmers find time to deliver. From every standpoint our crop prospects the best we have had in many years.—Rome H. Hickman, treas. Farmers Elvtr. & Supply Co.

MONTANA.

Belgrade, Mont., May 15.—Spring very backward; very little seeding done; plenty of moisture. Fall wheat looking good, tho late. Oats high and scarce both for seed and feed; too many shipped east last fall.—G.

NEBRASKA.

Johnstown, Neb., May 18.—Bright outlook for a crop at present.—Nye-Schneider-Fowler Co.

Sargent, Neb., May 18.—New crop looking good; expect good business next fall.—J. E. Werber, agt. Sargent Elvtr. Co.

Berwyn, Neb., May 10.—Winter wheat acreage 5% over last year; condition 90%; none plowed up; no wheat, corn or oats in farmers' hands.—Miller & Wirt.

Chalco, Neb., May 11.—Wheat about 70% of a crop; oats looking good; corn about half planted; need rain. Very little grain in farmers' hands.—Robt. W. Jark, mgr. Chalco Elvtr. Co.

Benedict, Neb., May 8.—Average acreage winter wheat; 25% winter killed; 5% plowed up and sown to oats or spring wheat. Oats coming fine; good growing weather.—Thos. Sirrs, agt. Lincoln Grain Co.

Johnson, Neb., May 14.—Wheat not winter killed fairly good; about 25% killed. Oats a little slow; corn planting just get-

ting good start; soil fine; plenty of moisture.—C. F. Ernst, mgr. Johnson Grain Co.

Murdock, Neb., May 13.—Wheat looking fine; not much corn planted; acreage small; practically no wheat in farmers' hands; corn shipments will not exceed 50% of last year's.—W. F. Weddell, agt. Wright-Leet Grain Co.

Deweese, Neb., May 17.—Prospects for a bumper wheat crop best in years; ground in excellent condition; farmers planting corn. About 10% of wheat and 30% of corn still in farmers' hands.—A. R. Hicks, mgr. Foster Grain Co.

Lebanon, Neb., May 18.—Outlook for large wheat crop not very good; some fields being listed into corn on account of crust forming and damaging wheat to a large extent. Ground in first class shape for listing; good acreage of corn; slight frost last night.—S. A. Austin.

NORTH DAKOTA.

Trolley, N. D., May 17.—Wheat seeding not over half finished; considerable plowing yet to do.—Jno. O. Johnson, agt. Farmers Elvtr. Co.

Grandin, N. D., May 18.—Crop prospects never better; wheat acreage decreased 25%; corresponding increase in barley and oats. Corn acreage doubled; very little flax sown.—Grandin Farmers Elvtr. Co.

Leal, N. D., May 10.—Wheat seeding practically finished; acreage decreased. Considerably more corn will be planted. Oats and barley being sown; some flax.—C. M. Dale, agt. Royal Elvtr. Co.

Best prospects for crops in North Dakota on May 16, for years. Seeding is late but crops will come right along. Nothing, not even hot winds, can prevent a good crop this year.—J. P. Brenner, treas. Anchor Grain Co., Minneapolis, Minn.

Taft Siding, Hillsboro p. o., N. D., May 18.—Seeding about over; stand exceptionally firm with prospects of a good crop. Wheat acreage depreciated 15%, the change being from wheat to oats. More flax going in this year; from 10,000 to 15,000 bus. still in farmers' hands.—J. S. Broberg.

OHIO.

Centerburg, O., May 8.—Wheat will be a failure.—T. D. Updike & Son.

Pickerington, O., May 16.—Wheat acreage 75%; condition 60%; 25% plowed up and sown to oats; 30% in farmers' hands and 20% of corn.—Pickerington Mill Co.

Huron, O., May 20.—Owing to wheat failure farmers were compelled to seed to oats; not much alfalfa grown but what there is has a fine stand.—H. J. Merthe.

Christiansburg, O., May 14.—Corn planting delayed by excessive rains; will not be finished until after June 1. Wheat an entire failure; more oats being sown than for several years.—Shepard, Bright & Co.

Sidney, O., May 19.—Covering 250 miles by auto in Shelby, Logan, Champaign, Miami and Darke counties, I find 10% of the corn planted, and nearly 10% of the ground yet to be ploughed. With favorable weather 90% of corn will be planted by the end of this week. About 90% of the oats fields could hardly be better, while 10% that were "hogged in" are having a race with the weeds, with the odds against them. The 30% of wheat that was not planted to spring crops has made a great improvement and bids fair to make 80% of average crop.—E. T. Custerborder.

Columbus, O., May 8.—The condition of wheat on May 1 was 44% compared with an average, against 61% Apr. 1. The wheat harvest will be a failure as the growing plant is in poor condition and a large acreage has been abandoned. Early sown wheat in fair condition, except in north-west section where little or no wheat remains and what is left is in exceedingly poor shape. Oats acreage 128%, compared to acreage of 1911; due principally to the failure of wheat; estimated area 1,877,921 acres. Spring barley acreage 97%, compared to last year; total acreage sown last fall, 21%, sown this spring 79%; condition of winter barley 67%. Growing condition of rye 75%.—Ohio Dept. of Agri.

OKLAHOMA.

Madill, Okla., May 23.—Wheat condition 100%; corn late and spotted; condition fine.—N. P. Marsh.

Tuttle, Okla., May 15.—Crop conditions are very favorable.—D. M. Kramer, mgr. Wheatland Grain & Lbr. Co.

Hinton, Okla., May 10.—Oats and wheat fine; corn being replanted.—H. H. Nance, mgr. Farmers Union Gin & Elvtr. Co.

Blackwell, Okla., May 18.—Wheat thickened wonderfully in the last month; has a healthy color and starting to head; heads large. Plenty of moisture. New wheat will

not be on the market probably before June 25.—H. Stauffacher, of Beutke Bros.

Muskogee, Okla., May 23.—Wheat acreage 100%; condition 75%. Oats acreage 125%; condition 75%. Corn acreage 100%; condition 75%.—H. Waldo.

Orlando, Okla., May 15.—Corn nearly all washed out by severe storm May 7, or covered too deep to come up; all replanted.—P. Y. Meagher, agt. Donahue Bros.

Pleasant Valley, Okla., May 10.—Practically no wheat; last year so dry that it burnt up and not much was sown on that account.—Harris & Son.

Blackwell, Okla., May 18.—Oats prospect not very good account of late sowing; acreage same as last year. Corn planting about done; prospects good.—D. Moberly, of Moberly & Co.

SOUTH DAKOTA.

Bruce, S. D., May 17.—Wheat, oats and barley never looked better; with plenty of moisture, expect a bumper crop.—F. F. Ribstein Grain Co.

Butler, S. D., May 17.—Seeding about finished; some corn to be planted. Farmers report wheat thru on ground; weather has been wet and cold.—J. L. Barry.

Albee, S. D., May 13.—Crop prospects never better; plenty of moisture; wheat up, early sown is stooling; acreage increased in wheat, decreased in barley, and corn and oats about the same.—E. Nelson.

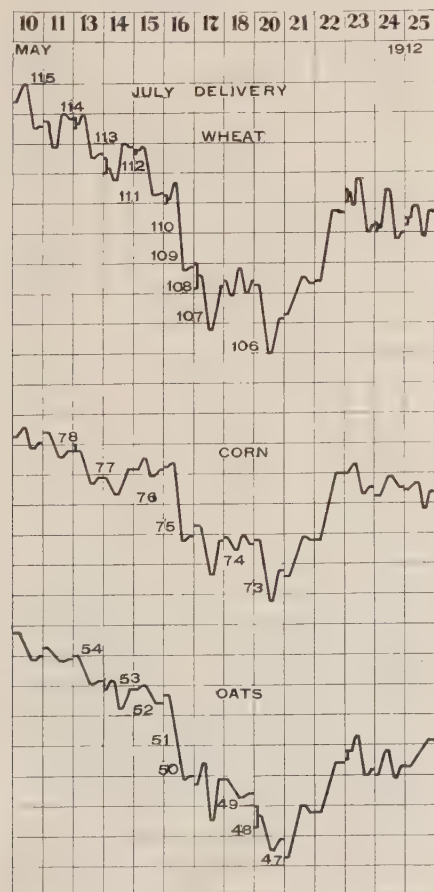
Freeman, S. D., May 21.—Crops not what some claim them to be; acreage about same as last year. Corn about 2/3 planted; not very promising; weather so cold.—W. H. Borman, mgr. Farmers Co-op. Co.

SOUTHEAST.

Harrington, Del., May 18.—Growing wheat having too much rain; wet and cloudy weather; wheat killed by wet and cold. Farmers very much behind with spring work; cannot plow; too wet.—J. P. Masten.

Chicago Futures

Opening, high, low and close on wheat, corn and oats at Chicago for two weeks are given below. For complete collection of similar charts back ten years see The Journal's Chart Book.



TENNESSEE.

Lexington, Tenn., May 19.—Wheat acreage 90%; condition 85%. Oats acreage 50%; condition 100%. Rye acreage small; condition fair. Corn acreage 100%; 25% of corn and 15% of wheat in farmers' hands. Present crop prospects fairly good if enuf moisture falls.—S. K. Cannon, gen. mgr. Farmers Warehouse & Supply Co.

TEXAS.

Milford, Tex., May 23.—Wheat and oats prospects fine.—J. E. Davis.

Lubbock, Tex., May 23.—Kafir corn and milo maize fine.—J. D. Quick.

Van Alstyne, Tex., May 23.—Oats acreage 125%; condition 150%.—S. Taylor.

Houston, Tex., May 23.—Oats acreage small; condition good.—J. E. Bishop.

McClelland, Tex., May 23.—Crop prospects were never better.—Eugene Early.

Amarillo, Tex., May 23.—Oats and wheat acreage 125%; condition 100%.—Allen Early.

Temple, Tex., May 23.—Oats acreage 25% larger than last year; condition good.—C. W. Barrett.

Collinsville, Tex., May 23.—Wheat and oats condition 100%; corn prospects fair.—J. H. Hollingshead.

Temple, Tex., May 23.—Oats fairly good; condition good; 25 to 30% increased acreage.—A. E. Childress.

Waco, Tex., May 23.—Oats acreage 25% more than last year; yield will be 25% greater.—Mr. Bennett.

Baird, Tex., May 18.—Wheat and oats a bumper crop; beginning to ripen; weather ideal.—McGowen Bros.

Claude, Tex., May 23.—Wheat acreage small; condition 90%; kafir corn and milo maize fine.—A. V. Nelson.

Dallas, Tex., May 23.—Wheat acreage 125%; condition 100%. Oats acreage 100%; condition 125%.—C. L. Moss.

Howe, Tex., May 23.—Wheat acreage 90%; condition 100%. Oats acreage 110%; condition 100%.—J. A. Hughes.

Hereford, Tex., May 23.—Wheat acreage 50%; condition 75%. Oats acreage 70%; condition 75%.—E. W. Harrison.

Temple, Tex., May 23.—Have about 25 to 30% more oats acreage; yield will be far greater than last year.—A. B. Crouch.

Wichita Falls, Tex., May 23.—Wheat acreage 80%; condition 100%. Oats acreage 125%; condition 100%.—J. C. Hunt.

Clifton, Tex., May 23.—Wheat 12 bus. to acre; oats yield 30 bus. per acre; quality good. Milo maize condition fine.—O. Rea.

Ecton, Tex., May 13.—Winter wheat condition good, 90%; 80% of a crop. No grain in farmers' hands.—Houston & Pritchett Co.

Corsicana, Tex., May 23.—Oats acreage 110%; condition 125%. Corn acreage 90%; condition 90%. No wheat here.—C. R. Terry.

Bangs, Tex., May 21.—Crop conditions very good; corn very good; oats, wheat and barley will be 75% of a crop.—L. N. Yarbrough.

Leonard, Tex., May 23.—Oats fine; two or three times as much as last year; yield probably 50 bus. per acre. Do not need rain.—O. H. Black.

Pilot Point, Tex., May 23.—Wheat acreage less than last year; condition good. Large increase in oats acreage. Need rain for wheat.—L. G. Belew.

Crowell, Tex., May 23.—Wheat and oats prospects fairly good; need rain.—W. S. Bell.

Plano, Tex., May 23.—Wheat acreage 80%; condition 150%. Oats acreage 90%; condition 125%. Corn acreage 100%; condition 110%.—J. T. Stark.

Sherman, Tex., May 23.—Finest crop wheat and oats; acreage 125%; condition 125%. Heavy winds may damage; corn 85% of a crop.—C. T. Gribble.

Bartlett, Tex., May 18.—Oats looking good; some cut; estimated 75 to 100 bus. per acre. Wheat crop small but fine. Corn acreage increased.—W. T. Cox.

McGregor, Tex., May 23.—Wheat acreage 90%; condition 125%. Barley destroyed by worms; replaced by wheat, corn and cotton. Oats acreage 120%; condition 133 1/3%. Need rain.—J. F. Cavitt.

Gover sta., Ambrose p. o., Tex., May 23.—Wheat acreage 60% of normal; condition 75%; unfavorable account of dry weather. Corn in poor condition on account late planting.—Mr. Waddington.

Garland, Tex., May 18.—Wheat and oats acreage larger than last year; condition as good or better than the average. Plenty of rain; cooler than usual all spring. Corn acreage, stand and condition as good as the average year.—G. W. Crossman.

San Angelo, Tex., May 9.—Oats prospect not as good as two weeks ago; needing rain; some of the fields heading right on the ground. Will be over 100,000 acres threshed if we get a good rain soon; if not will be less than 20,000. Very little wheat and it is not doing well. Cane, maize and kafir up and looking good.—Easton Grain Co.

WASHINGTON.

Seattle, Wash., May 15.—With present good prospects Washington, Oregon and Idaho will have 90,000,000 bus. wheat this year.—I. N. Just.

The Grain Dealers Journal is a most excellent paper.—Beatrice Corn Mills, Lincoln, Neb.

The Grain Dealers Journal is a good paper, always welcome on my table.—Frank M. Smith, Hollister, Mo.

We do not know wherein the excellent Grain Dealers Journal could be improved.—O'Leary & Cahill, Albee, S. D.

We have always found the Grain Dealers Journal all O. K.—M. E. Frazier, mgr. M. E. Frazier Co., Seville, O.

The Grain Dealers Journal is good and gives full information to the trade.—Morrison Grain Co., Kansas City, Mo.

The Grain Dealers Journal is certainly a great help to any grain dealer, and especially to beginners.—Jos. Poos, Eaton, O.

The Grain Dealers Journal is full of good news, and, generally speaking, all a man could ask for.—C. A. Wickstrom, Stanton, Ia.

I have received much valuable information from the Grain Dealers Journal and enjoy reading it very much.—J. E. Morris, Bayard, Ia.

DAILY CLOSING PRICES.

The closing prices of wheat and corn for July delivery at the following markets for the past two weeks have been as follows:

JULY WHEAT.															
	May 10.	May 11.	May 13.	May 14.	May 15.	May 16.	May 17.	May 18.	May 20.	May 21.	May 22.	May 23.	May 24.	May 25.	
Chicago	113 1/4	113 1/4	112 1/2	112 1/2	111 1/4	108 1/2	108 1/2	107 1/2	108 1/4	108 1/4	110 1/2	110 1/2	110	110 1/4	
Min'n'polis	116 1/4	116 1/4	115 1/2	115 1/2	114 1/2	113 1/4	113	112 1/2	113 1/2	113 1/2	114 1/2	113 1/2	113	113 1/4	
Duluth	117 1/2	117 1/2	116 1/2	116 1/2	115 1/2	114 1/2	114	113 1/2	114 1/2	114 1/2	115 1/2	114 1/2	114 1/2	114 1/2	
St. Louis	112 1/2	112 1/2	111 1/2	111 1/2	110 1/2	107 1/2	107 1/2	107 1/2	106 1/2	107 1/2	110 1/2	109 1/2	108 1/2	109 1/2	
Kan. City	106 1/2	106 1/2	104 1/2	104 1/2	103 1/2	101 1/2	100 1/2	100 1/2	99 1/2	100 1/2	102 1/2	102 1/2	101 1/2	102 1/2	
Milw.	113 1/2	113 1/2	112 1/2	112 1/2	111 1/2	109 1/2	108 1/2	108 1/2	107 1/2	108 1/2	111 1/2	110 1/2	110	110 1/2	
Toledo	119 1/2	119 1/2	118 1/2	118 1/2	117 1/2	114 1/2	113 1/2	113 1/2	112 1/2	114	116 1/2	115	116	116 1/2	
New York	118 1/2	117 1/2	117 1/2	117 1/2	116 1/2	114 1/2	113 1/2	114 1/2	112 1/2	113 1/2	115 1/2	115 1/2	114 1/2	114 1/2	
*Balt.	119 1/2	119 1/2	119 1/2	119 1/2	118 1/2	116 1/2	115 1/2	115 1/2	113 1/2	115	117 1/2	116 1/2	116 1/2	116 1/2	
Win'peg	105 1/2	105 1/2	105 1/2	105 1/2	105	104 1/2	104 1/2	105	104 1/2	104 1/2	105 1/2	105 1/2	105 1/2	105 1/2	
L'v'pool	111 1/2	111	110 1/2	109 1/2	109 1/2	110	109 1/2	109 1/2	109 1/2	109 1/2	109 1/2	110 1/2	110 1/2	110 1/2	
*Budap't	125 1/2	125 1/2	125 1/2	125 1/2	125 1/2	123 1/2	124 1/2	124 1/2	125 1/2	125 1/2	126 1/2	127 1/2	126 1/2	127 1/2	

JULY CORN.

	May 10.	May 11.	May 13.	May 14.	May 15.	May 16.	May 17.	May 18.	May 20.	May 21.	May 22.	May 23.	May 24.	May 25.	
Chicago	78	77 1/2	76 1/2	77 1/2	77 1/2	74 1/2	74 1/2	73 1/2	74 1/2	77	76 1/2	76 1/2	76 1/2	76 1/2	
*Balt.	85	85	84	84	83	82	81	80 1/2	80 1/2	82	80 1/2	80 1/2	80 1/2	80 1/2	
Kan. City	77 1/2	77 1/2	76 1/2	76 1/2	76 1/2	75	74 1/2	73 1/2	74 1/2	76 1/2	76 1/2	76 1/2	76 1/2	75 1/2	
St. Louis	79 1/2	79 1/2	78 1/2	78 1/2	78 1/2	76 1/2	76 1/2	75	76	78 1/2	78 1/2	78 1/2	78 1/2	77 1/2	
L'v'pool	72 1/2	72 1/2	72 1/2	72 1/2	71 1/2	71 1/2	71	70 1/2	70 1/2	70 1/2	70 1/2	70 1/2	69 1/2	69 1/2	

*May delivery. *October. †Spot. ‡September.

TEXAS GRAIN DEALERS AT FORT WORTH, MAY 23-24

The 14th annual meeting of the Texas Grain Dealers' Ass'n was called to order at 2 o'clock, May 22, in the Chamber of Commerce, Ft. Worth.

Dr. John A. Rice, pastor of the First M. E. Church, South, pronounced the invocation.

Welcome to the dealers was extended in addresses by the Hon. W. D. Davis, Mayor of Fort Worth, on behalf of the city; and by G. J. Gibbs, on behalf of Fort Worth grain men and millers.

E. W. Crouch responded as follows: "The location of the great grain and milling interests here together with the fact that our sec'y resides here makes us feel like we almost belong here by right, and each welcome given us by Ft. Worth people encourages us in this belief. In fact I feel like saying that the Texas G. D. A. is really a part of the great city of Ft. Worth. I almost feel like saying that every member of the T. G. D. A. is entitled to a vote in your municipal election. You, Ft. Worth people, possibly do not fully realize the closeness of relationship that exists between Ft. Worth people and the Texas grain man. The Texas grain men are vitally interested in the great terminal market you have built up here. In a large measure your interests are our interests. We have watched with intense eagerness your growth and development into the great distributing center of feedstuffs for Texas."

W. M. Randels, former pres. of the Oklahoma Grain Dealers' Ass'n, made a short talk and stated that the Oklahoma Grain Dealers' Ass'n had just finished a successful meeting and that quite a few Oklahomans had come to Fort Worth to get better acquainted.

J. C. Hunt delivered the president's annual address, from which we take the following:

President's Address.

The past year has been marked by unusual shortages in nearly all grain crops in this country. Never before do I recall in the history of our Ass'n when prices for the whole year have averaged so high. Owing to the steady advance in prices the dealer has done well, and would have reason to feel rejoiced at his success, did he not realize that the consumer (which means in a large portion of the State, the farmer) had to spend all of his surplus money, and in a number of instances mortgage or sell a part of his stock to get money to buy feed to keep his remaining stock alive. When the Texas farmer has to pay \$1 per bu. for corn and 75c per bu. for oats and then have to buy hay at \$20 per ton, as was the case the past year, it is disastrous to him and relatively hard on Texas.

I venture the assertion that not less than forty to fifty million bushels of corn and oats were shipped into Texas in the past ten months. This, together with other feed stuffs and hay (not including wheat), has cost Texas in my opinion between \$40,000,000 and \$50,000,000. Some of this shortage could have been avoided had the farmer been more provident; while probably the larger part of it was caused by the unusual drouth.

Present Crop Conditions. Fortunately the heavy winter and spring rains have developed the crops and brot much needed relief to nearly the whole State, hay, wheat and oats being especially fine. From information gathered by our sec'y we can reasonably expect from present prospects 15,000,000 bus. of wheat and possibly 50,000,000 bus. of oats.

Prices.—Owing to the shortage in last year's crops, the visible supply of available grain being very low, we can, I believe, reasonably expect good prices on both wheat and oats, especially that part of the crop that can be gotten to market extra early.

Our Association has grown the past year, and I feel sure has rendered good service to its members, thru the efficient work of our sec'y and thru the efficient way in which our Arbitration Com'te has performed its difficult task.

We admit to membership in our Ass'n only firms that are reputed to be honorable, trustworthy and competent to fulfill their contracts. The man who tries to avoid the filling of his contract, because the market goes against him; or the man who is not willing to arbitrate his differences with a member before our arbitration board, is not desired. I believe, however, that every good Grain Dealer and every Miller in Texas can derive some real benefit from membership in the Ass'n and that we can be mutually helpful.

Recommendations.—I recommend the cultivation of a friendly and cordial spirit toward the flouring mills of the state; they are our friends and customers; in the same business that we are, and I would like to see every good mill in the state a member.

I recommend a revision of our trade rules, making them plain and comprehensible. I recommend the appointment of a revision com'te of three, who shall submit to this Ass'n a complete list of rules, as may to them seem best for the Ass'n; retaining, omitting or adding to our present trade rules, said com'te to report at this meeting.

I recommend that we continue our effort to place the telephone and telegraph companies under state control. I have never been able to find a reason why these very important public service corporations should be permitted to make their own rates and form their own regulations, without restraint, while every railroad in Texas gets its rates from, and is regulated by the state commission. The grain dealers of this state lose thousands of dollars annually for lack of State protection from these corporations. We must pursue an aggressive policy, and with this in view, I suggest that we continue the ad-interim com'te on legislation and instruct it not to let this matter rest until these corporations are safely under state control.

I trust also that we may find the next Legislature composed of men who favor this measure, who favor reform in legal procedure, and other needed legislation, and who will oppose the consuming of time in purely political measures.

Fraternal Spirit.—I have an ambition to see our Ass'n the best organization of its kind to be found anywhere. To this end I would like to see such a spirit of fraternity and of helpfulness exhibited by our members toward each other, that we shall feel it a pleasure to be so associated, and this fraternal spirit made so manifest that those on the outside may be made to feel that we have the true interest of the grain trade in Texas at heart, and that it is an honor to belong to such an Ass'n. Of what value is this or any other Ass'n unless it exhibits and practices this spirit of helpfulness? If you have differences with a fellow member, and you can't interpret your contract like he does, don't write him an ugly letter, question his veracity and thus widen your differences. If he says "we cannot see alike, we are both honest in our contention, and I suggest that we arbitrate," then don't say "I don't see anything to arbitrate." I suggest that we deal as much as possible with our own members, and always with firms of good standing and reputation. The reason that some firms quote and sell grain several cents under the market is frequently because they are dishonest enough to repudiate a contract, when the market goes against them, and when the market goes their way, they can well afford to offer bargains. If you persist in trading with them they will "get you" sooner or later.

Secretary-Treasurer's Report.

Herewith I beg to submit my report as Secretary-Treasurer for the current year, the books and accounts being closed on May 18, 1912.

Membership.

Members reported May 25, 1911.....	107
Admitted during year	34
Changed from honorary to active membership	1
Branch House listed as member....	1
Resigned during year	14

Suspended for non-payment dues.. 4 18

Net Membership at present..... 125

Receipts.

Balance on hand last report.....	\$ 211.04
On dues account	2,335.85
On membership	340.00
For ads. in membership list.....	65.00
On deposit account	517.50
On exchange account40

Total\$3,469.79

Disbursements.

Stenographer	\$ 180.00
Secretary on 1911 salary.....	250.00
Secretary salary June 1 to May 1..	1,650.00
Office rent	240.00
Telephone rental	60.00
Expenses Arbitration Committee..	42.80
Expenses Executive Committee....	15.50
Sec. exp. Kansas City & St. Louis.	60.00
Sec. traveling expenses	33.30
Postage	117.94
Stationery and Printing.....	87.75
Office Chair	5.50
On deposit account	531.54
Telephone & Telegraph tolls, Mineograph supplies and Sundry Office expenses	98.80

Total	\$3,373.13
Total Receipts	3,469.79
Total Disbursements	3,373.13

Balance on hand May 18, 1912....\$ 96.66

I am pleased to advise that the Ass'n is now in better shape than it has been for several years. While the number of resignations during the year was rather large, it must be remembered that we did not have a good grain crop and some dealers dropped out of the grain business and therefore tendered their resignations. I do not believe that we have lost any members this year by reason of dissatisfaction over arbitration. It has been necessary to suspend four members for non-payment of dues. We have not had occasion to inflict expulsion on any member. Generally speaking, the members are harmonious and a good feeling prevails.

I confidentially look for our harvest to be one of the most valuable grain crops ever gathered in Texas. While we will not raise as much wheat as in some former years, the price will be such as to make it possess a greater monetary value than any previous crop. Should no unfavorable weather occur between now and harvest time, Texas will produce a bumper crop of oats, and it now looks like the farmers will obtain a very satisfactory price for them. Based on the present prospects, the value of the wheat and oats in Texas for 1912 will be near \$35,000,000.

In conclusion, I desire to thank the Officers and Members of the Ass'n for their co-operation throughout the year, and for the many courtesies and acts of kindness which have been shown me.

I have tried to keep the Members posted, and have issued circulars and bulletins whenever matters of general interest to our members came before me.

The auditing com'te, composed of E. W. Crouch and J. T. Stark, reported they had audited the treas.'s books and found them correct.

G. J. Gibbs read a paper from which we take the following:

Rules for Filing Claims for Arbitration.

The Texas Grain Dealers Ass'n maintains a Committee of Arbitration, consisting of three members chosen annually by the Executive Committee and to this Committee are referred all differences arising out of grain transactions between our members, where the parties cannot otherwise agree, and the services of this Committee are available to non-members when they assent to our rules governing arbitration.

The plan and scope of our arbitration system is quite clearly set forth in article nine (9) of the Constitution and By-Laws of this Ass'n, and it is well worth the time of our members to become thoroly familiar with this article, for all should understand its provision.

For more than twelve years the Ass'n has been gradually perfecting the methods used in arbitrating differences between its members, and I have that it pertinent on this occasion to offer some suggestions regarding the filing and answering of claims placed before the Arbitration Committee for adjustment. I was a member of the Arbitration Committee for two years during the early history of the Ass'n. For two years I was president of the Ass'n, and for a number of years was on the Executive Committee during which time the

workings of the Arbitration Committee came under my close observation.

For the past three years, I have served as secretary, and as a matter of course have been in very close contact with all claims placed before the Committee. Therefore the suggestions which I shall offer are based on several years' experience, and I do not want them to be considered as a criticism of any member or members. On the other hand they are offered for the good of the Ass'n as a whole.

Section three, article nine, above referred to, clearly states that any member or person desiring to file a claim for arbitration, shall file in duplicate with the secretary his complaint, setting forth therein the causes of action and the demand claimed. Now I have observed that many of our members wholly fail to file any complaint, but instead simply furnish the secretary with a bill stating that so much is the claim, and not specifying any reason for the demand. In more than 60% of the claims filed with me during the last three years, no duplicate whatever of the bill has been furnished, and I have been compelled to make out a certified copy of the bill or have been compelled to return the claim and demand that a proper duplicate copy be furnished. In more than 80% of the claims filed, the Plaintiff has wholly failed to make out any plea or complaint, setting forth the causes of action or the reason for making his demand.

Based on my understanding as to the intent of Section 3, article 9, I will respectfully suggest the following as a general form to be observed by our members and others when filing claims for arbitration in this Ass'n:

FIRST: Make out your bill in duplicate, stating the exact amount you claim, and if the amount is composed of several items, let these be shown. This bill should be clear and explicit, so that both the Committee and the Defendant may understand the exact nature of your claim.

SECOND: File with the secretary at the same time, in duplicate, a complaint or plea, setting forth your causes for action, and your reason for each and every item. This need not be your proof, but it should be in the nature and form of a plea, like the courts of the land require to be filed in all civil actions, and its purpose is to put the Defendant on notice as to the nature of your demand, thus enabling him to prepare his answer intelligently as required by our rules.

THIRD: Be sure to file with your papers any documents that you desire to offer in support of your claim. Especially is it necessary that the written documents constituting the original contract be attached to your claim. If you cannot attach the original documents for any reason, then

attach true copies of the same. This is very important, for it should be remembered that the Arbitration Committee always demands strict proof as to the terms of the original contract.

FOURTH: If you attach any documents to your claims or complaint, then mark in consecutive order as Exhibit No. 1-2-3, etc., or as Exhibit A-B-C, etc., and so refer to them in your plea or complaint. These documents will not be delivered to the Defendant, but he will be notified that they are on file, and that they will be offered in evidence when the case is considered by the Committee. Should it be necessary for the Defendant to have copies of any of these documents on file, he can obtain such copies on application to the secretary. Please remember that the Defendant has the right to examine any documents filed by the Plaintiff, and it is my opinion that he has the right to examine them before he is compelled to make answer.

FIFTH: Be sure to pay the required deposit fee when filing your claim with the secretary. Until the deposit fee is paid, no claim is properly filed, and the rules do not require that the Defendant be cited by the secretary until the Plaintiff has properly filed his claim.

When filing claims for arbitration, only such papers and documents as bear upon the points at issue should be filed. As above stated the original written contract, or a copy of same, should always be submitted, and it is also proper to file any letters, telegrams or other documents which tend to support the contention made by the Plaintiff.

The above remarks and suggestions are also applicable to the answer which should be filed by the Defendant. Our rules require that the Defendant shall file his answer, with the required deposit fee, within ten days after receipt of notice that the claim has been filed against him. Our rules also provide that neither party shall postpone the consideration of any claim longer than ten days without a good and satisfactory reason being shown for such postponement. Where the Defendant is a member of this Ass'n and fails to make answer within the ten days as required by our rules, the Arbitration Committee may render a default award for the amount of the claim, and such default award is held by our rules to be just as binding as if the case had been tried on its merits.

The best system of arbitration is that where the case is prepared completely both by the Plaintiff and Defendant, and submitted upon written statements and arguments, supported by all the documents pertaining to the controversy. I understand that the Arbitration Committee of the Grain Dealers National Ass'n considers claims only upon written statements, and that the parties to the controversy do not appear before the Committee either in person or by representative. Many of our members believe that it is better for the interested parties to appear in person or by representative before the Committee and offer oral arguments.

My observation of the work of our Committee has shown me that in nearly every case the award as rendered by the Committee is based upon the written record rather than upon the oral statements or arguments of the parties to the controversy. This being the case, I hope all of our members will understand the necessity of making a complete record for the use of the Committee, for I want to assure you that this course will have much more weight than would any personal argument made before the Committee.

Some members have complained of having to pay the costs of arbitration when the Plaintiff recovered only a part of his claim. I would suggest that in such cases, if the Defendant believes a portion of the claim is unjust that he should pay into the hands of the secretary when he makes his answer that part of the claim which he admits to be just, and if on trial the Arbitration Committee should make an award in accordance with the tender made by the Defendant, then the costs of arbitration should be assessed against the Plaintiff. The effect of this provision would be to prevent any member from filing a claim and incorporating into the same some items of charge which he could not hope to obtain when the claim is adjudicated before the Arbitration Committee.

To illustrate, "A" files a claim against "B" for \$125.00, and alleges the same to be due as the market difference of 10c per bushel on a certain contract which the Defendant made default in shipment. The Defendant in reply admits that he owes the Plaintiff \$100.00, insisting that the

proper market difference or loss was only \$100.00 and not \$125.00 as claimed by the Plaintiff, and he tenders to the Plaintiff the said sum of \$100.00. Plaintiff refuses to accept the \$100.00 and the case comes before the Committee for arbitration, when the Defendant pays into the hands of the secretary the \$100.00 as above suggested. When the case is tried, should the Arbitration Committee award the Plaintiff \$100.00 or less, then it is my opinion that the costs of the arbitration should be assessed against the Plaintiff and not against the Defendant.

I would suggest that the Ass'n adopt a uniform agreement of arbitration to be signed by all parties arbitrating before our Committee, both members and non-members. This agreement should be binding upon both parties to prosecute the claim of the Plaintiff and the answer of the Defendant promptly according to the Constitution and By-Laws of this Ass'n. In this Agreement both parties should bind themselves to perform any and all orders and awards made by the Arbitration Committee or by the Executive Committee in the arbitration of the claim, and that any awards or judgments rendered by either of the Committees shall be paid without failure within 20 days from the date of their rendition. It is contended by most of our members that all the members of this Ass'n have signed a similar obligation when they were admitted to membership in this Ass'n, but I believe that it will do no harm to our members if an arbitration agreement is filed in each and every case. It will serve to keep the members' minds fresh as to what they have agreed to do when arbitrating differences, and it will certainly impress upon them the necessity of being prompt and of observing all the rules and regulations regarding the arbitration of each particular case.

J. A. Hughes, chairman of the Arbitration Com'te, presented a report, from which we take the following:

Report of Arbitration Com'te.

Since our last Annual Meeting 34 claims have been filed for arbitration by your Committee, involving a total of \$8,297.90.

Your Committee has tried and disposed of 20 claims, involving \$2,994.50.

Eight cases were compromised and settled through your Secretary, involving \$3,872.95.

In three cases, involving \$814.66, the defendants refused to arbitrate, and were so adjudged by your Arbitration Committee.

There are now pending on the docket ten claims, amounting to \$5,086.37.

One case involving \$72.44 is on appeal before the Tri-State Board.

One case involving \$307.88 is pending appeal to our Executive Committee.

Your Arbitration Committee has held six sessions since our last report.

That the arbitration feature of our Ass'n appeals successfully to the fair-minded dealer is becoming more evident as our Association ages. It is most appreciated by those who indulge occasionally in expensive lawsuits where adverse local influences are dominant.

We are, and have for some time been, in advance of the popular agitation against verdicts and reversals on technicalities. While we cannot ignore our Trade Rules—and must show respect for law and integrity of contracts, it is, and has always been, the disposition of your Arbitration Committee to give due consideration to the manifest intention of all parties to this class of litigation, and if your Committee have erred at all in that respect, it has been in an effort to disabuse the minds of non-members of the idea that they could not get justice before a committee composed of members of our Ass'n. Knowing this to be true, most of our members know, and more of them are learning, and all have been warned repeatedly, that it is dangerous to do business with those who refuse to submit their differences to our Arbitration Committees.

Laws and conditions are constantly changing, and we should make and keep our Trade Rules as much as possible in conformity with the laws of our State.

We have a great many transactions in which members and non-members are concerned, and in our judgment some special rules should be enacted for such cases, inasmuch as non-members cannot be forced to arbitrate, and members might be, and doubtless often are, at disadvantage in settling according to our awards as between members based on our trade rules, when non-members cannot be made party to our arbitrations, and a member, under our constitution and By-Laws, cannot be made party to a suit in



T. G. Moore, Ft. Worth, Tex., Pres. Texas Grain Dealers Ass'n.

the courts by another member. It is therefore, very important that our Trade Rules should not conflict with the laws of our State; and we submit that in cases where transactions involve members and non-members, your arbitration committee should require, as near as possible, such evidence by members as would be necessary to establish any point in our courts, so that a member would not lose in a trial before your committee on account of laxness of our rules and then again in trial by the courts, as between the member and non-member on account of insufficiency of testimony.

Some of our trade rules are considered vague and indefinite, and we would suggest that a committee be appointed as early as possible to revise same and submit amendments for your approval.

That eight cases involving large amounts were settled by compromise through influence of our Secretary, argues that our present secretary be retained, if possible, and that more of us accept the implied invitation to use him in that way and avoid regular arbitrations even when possible.

From cases submitted for arbitration it is very evident that most—if not all—troubles could be avoided by close study of our Trade Rules, carefully written contracts, quick notices and adjustments of errors.

In event of arbitrations, your Committee urges quick answers to notices, careful preparation of claim papers—always in duplicate as far as possible—and prompt attendance or attention to trials, of which due notices are always given.

Much valuable time is lost by your Committee, and much useless expense caused the association by failure of parties to arbitrations attending when they should and failing to prepare papers properly.

Some cases would have been thrown out, and deposit fees forfeited for these reasons, but for the patient forbearance of your Committees, and the uniformly kind intervention of your secretaries.

An opportunity will be offered during this meeting for the consideration of any proposed change in our Trade Rules, and laws governing arbitrations, and we suggest as this is one of—if not the most important features of our association—that you give these matters your most careful consideration, and offer your suggestions in time to be considered by a committee, which will doubtless be appointed by your President.

This report closes the work of your present arbitration Committee, and we desire to thank your Secretary, Mr. G. J. Gibbs, for his many courtesies and assistance, which we found valuable and indispensable. Have had occasion frequently also to draw on Mr. H. B. Dorsey, and are much indebted to him for various and sundry favors, especially when needing "a friend of the Court," or an attorney for some litigant who was lacking in self-confidence or ability to argue his case.

We also thank the litigants, about half of whom have been pleased with our decisions, for their graceful acquiescence. Only two cases have been appealed from our decisions, and no effort has been made at re-call.

We bespeak for our successors a better set of Trade Rules, a better preparation of papers and fewer cases.

Respectfully,

J. A. Hughes,
A. B. Crouch,
Kent Barbour,
Committee.

C. F. Witherspoon: I move that a com'te of three be appointed to revise the trade rules, and report back to the meeting before adjournment. Carried.

Pres. Hunt: I appoint T. G. Moore and E. W. Crouch.

Pres. Hunt appointed the following com'ites:

Resolutions: H. B. Dorsey, Tom Connolly and E. S. Blasdel.

Officers Reports: C. F. Witherspoon, C. L. Moss and J. E. Patton.

Scale Inspection: W. W. Manning, Ft. Worth; W. M. Priddy, Wichita Falls; and J. A. Stephenson, Ft. Worth.

Legislation: H. B. Dorsey, Ft. Worth; L. G. Belew, Pilot Point, and G. J. Gibbs, Ft. Worth.

L. G. Belew presented the report of the Tri-state Board of Appeals, from which we take the following:

Report of the Tri-State Board of Appeals.

Tri-State Board as its name indicates is composed of three arbitrators from Kansas, Oklahoma and Texas. The experience of the Tri-State Board is that there is new issues continually arising and there seems to be yet great fields of undiscovered grounds for disagreements between grain dealers.

This Board in its deliberation has rarely found but little difference in their opinion as to any of the causes of action before its body or to who the transgressor may be and the amount of penalty which should be awarded to the agreed.

The past year has not given much business to the Tri-State Board of Appeals. The Board convened at Oklahoma City, May 20, 1912, at the Skirvin Hotel with a full membership present. Only four cases have been filed with us and same was investigated and decrees rendered. We found a great improvement among dealers in these three States.

There is a pronounced sentiment continually increasing among the members of the grain Associations of these three great States in discussing their differences, a greater spirit of fairness displayed and a more submissive mood in accepting the edicts of the court of last resort. We find the same old stumbling block as the origin of nearly all the troubles: VAGUE CONTRACTS AND CONFIRMATIONS.

The trouble generally comes from the source where least expected and whenever you feel that you can handle a deal without all the necessary ceremony, you are then exposing your interests and jeopardizing mutual friendly relations with business associates for whom you have the highest regard.

Laxity is very unsafe and should be avoided. We find sometimes a misconception of Trade Rules as being one of the great reasons for the beginning of a disagreement as to a basis of settlement after it is a known fact that a contract has been violated.

Disputants are generally honest in their contentions and whenever it is possible to arrive at the mistakes made, it is easy to make an amicable settlement between parties who are honest in their contention. All of these troubles could be and should be remedied by a strict and careful revision of the Trade Rules and have them en-couched in such language as will not admit of a dispute as to their meaning.

We therefore recommend the Trade Rules be simplified, to more nearly conformed to statutory contracts and if practicable have the rules of the three States revised by a joint committee from Kansas, Oklahoma and Texas and have them conform upon all important points in making contracts and adjustments of differences when settlements cannot be made amicably between parties so disagreeing. I would humbly ask that you pay more heed to the small details of your contracts and avoid much trouble and relieve your Arbitration Boards of much work.

R. D. Bowen, a member of the executive com'te of the Farmers Union, spoke on the "Advantages of Cotton Bags."

W. R. Boyd, representing the National Citizens League, in the absence of Col. R. E. Smith, delivered an address on Our Banking System.

Adjourned to Friday morning.

FRIDAY MORNING SESSION.

The morning session of May 24 was called to order by Pres. Hunt in the convention hall of the Westbrook Hotel at 9:30 a. m.

A telegram was read from J. Z. Keel, Gainesville, Tex., regretting his absence from the meeting, on account of sickness.

W. M. Priddy, of Wichita Falls, read a paper on "Should This Ass'n Provide for a System of Scale Inspection," which will be published later.

E. S. Blasdel, of Groom, Tex., on the same subject read a paper which will be published later.

W. F. Sterley, Ft. Worth, gen. frt. agt. Ft. W. & Denver Ry., related his experience with scales.

The following report of the Com'te on Resolutions was adopted:

RESOLUTIONS.

We, your Committee on Resolutions, recommend the adoption of the following: That we extend our thanks to the Railroad Companies for courtesies in reduced rates, and accommodations, to the Fort Worth Grain Dealers and Millers for their entertainment.

To all of those appearing on our program and contributing to our entertainment and information.

We respectfully return the resolution referred to us, referring to the National Citizens' League for the promotion of a sound banking system, without recommendation.

We recommend that the following be adopted:

Whereas, cotton is the chief staple farm product of not only Texas but the entire South, and is responsible for bringing more cash to American shores from foreign lands than any other one farm product, and the use of cotton should be more generally stimulated and encouraged by all American citizens, so therefore be it

Resolved by the Texas Grain Dealers' Ass'n in annual session on May 24th, 1912, that we recommend that all Grain Dealers and Millers use their influence in promoting a more general use for cotton-made articles, and insist in the use of cotton wrapping twine, cotton rope and cotton bags and sacks for all sorts of grain, sugar, feed stuffs, salt, beans, potatoes, etc., and that we will specify "In Cotton Sacks" for all grains, and other products named as above, when it is possible to do so, and we will aid, so far as we can, in promoting the more general use of cotton-made articles.

Pres. Hunt named the following com'te to submit plans for having scales of members and others tested: J. Van Steenwyk, chairman; J. A. Hughes and W. M. Priddy.

Advantages to Be Gained by Federal Inspection.

Sec'y Gibbs stated that he had always been in favor of federal inspection and gave several reasons. He said 90 per cent. of the dealers at Chicago, Kansas City, and St. Louis favor federal inspection. "I would like to see this Ass'n go on record as being in favor of federal inspection."

J. C. Whaley: I have serious doubts whether it would be to the advantage of the shippers of Texas to have federal inspection.

H. B. Dorsey: I think that when a car of grain is accompanied by an inspection certificate it should mean something. Some persons ship corn as No. 3 when they know it was not No. 3 corn when loaded out, and the certificate was fraudulently or negligently issued for No. 3 corn.

J. Van Steenwyk: I bought a car of No. 2 red wheat recently and when it arrived it graded No. 3 musty and smutty. I had no recourse; but federal inspection would protect me in this case.

A. B. Crouch: I am in favor of federal inspection.

H. B. Dorsey: I move that this Ass'n go on record as being in favor of federal inspection under civil service rules. Carried.

FRIDAY AFTERNOON SESSION.

H. O. Ledgerwood of the Ft. Worth bar made an able address on trade rules from a legal standpoint, which will be published later.

T. G. Moore and E. W. Crouch of the Com'te on Needed Amendments to Our Trade Rules, presented a report.

NEW OFFICERS.

The following officers were elected for the ensuing year: Pres., T. G. Moore, Ft. Worth; First V.-P., E. W. Crouch,

McGregor; Second V.-P., W. M. Priddy, Wichita Falls; Sec'y-Treas., G. J. Gibbs, Ft. Worth; Executive Com'te; W. W. Manning, Ft. Worth; J. A. Hughes, Howe; and I. S. Sewell, Vernon.
Adjourned sine die.

CONVENTION NOTES.

J. D. Caudle was the only man from Kansas.

A luncheon was tendered to some of the dealers on Thursday at the Siebold Hotel by E. R. and D. C. Kolp.

On Friday the Dorsey Grain Co. tendered a luncheon to some of the dealers at the Westbrook Hotel.

Missouri grain men who came down to the convention were C. W. Baum, St. Louis, and Wm. Burke, St. Joseph.

Bag makers were represented by A. F. Aschner, Dallas; M. W. Gary, Dallas; J. E. Heiser, Dallas; C. E. Shipp, St. Louis.

Kansas City was represented by Wm. G. Dilts, Jr., F. B. Godfrey, C. W. Lonsdale, S. H. Miller, B. C. Moore, J. A. Theis, J. R. Tomlin.

Oklahoma dealers present were: J. S. Barclay, Tonkawa; A. K. Bass, Caddo; C. M. Cassity, Tonkawa; J. S. Hutchins, Ponca City; O. W. Hutchison, Shattuck; Geo. Ingram, Salt Fork; C. A. Johnson, Woodward; D. C. Kolp, Oklahoma City; J. E. Patton, Texhoma; Ex-Pres. W. M. Randels of Okla. G. D. A., Enid; J. H. Shaw, Enid; H. Waldo, Muskogee; and Sec'y C. F. Prouty of Okla. G. D. Ass'n.

Among the new firms admitted to membership in the Ass'n are the following: Maracle Coal Co., Wichita Falls; E. L. Martin, Corsicana; S. C. Potts, Anson; Carlton & Schley, Gatesville; J. W. Cooper, Wortham; Seymour Mill Elev. & Light Co., Seymour; Hicks & Jordan, Crawford; Hamilton Mill & Elev. Co., Hamilton; Lawther Burger Gr. Co., Dallas; Palestine Grain Co., Palestine; Marlin Ins. & Com. Co., Marlin; Star Milling Co., Abilene; Austin Mill & Grain Co., Brownwood.

Among the Texas dealers in attendance were: Claybourne Adams, El Paso; C. W. Barrett, Temple; J. N. Beasley, Amarillo; F. J. Becker, Galveston; W. S. Bell, Crowell; L. G. Bellew, Pilot Point; J. A. Birdsong, Vernon; J. E. Bishop, Houston; O. H. Black, Leonard; E. S. Blasdel, Groom; B. W. Blewett, Denton; W. P. Bomer, Ft. Worth;

J. F. Cavitt, McGregor; J. T. Chambers, Sanger; A. E. Childress, Temple; B. F. Clement, Waco; R. L. Cole, Krum; Tom Connelly, Clarendon; J. W. Cooper, Wortham; E. W. Crouch, McGregor;

J. A. Davis, Aubrey; J. E. Davis, Milford; R. W. Dillard, Midlothian; F. M. Duncan, Killeen; Allen Early, Amarillo; Eugene Early, Waco; J. W. Elliott, Plainview; A. M. Ferguson, Sherman;

S. Gorman, Seymour; C. F. Gribble, Sherman; E. R. Guenther, San Antonio; E. W. Harrison, Hereford; A. R. Heineman, Houston; W. B. Hestand, Whitewright; J. H. Hollingshead, Collinsville; R. E. Hollingsworth, Howe; A. P. Houston, Plano; J. Hughes, Meridian; J. A. Hughes, Howe; W. L. Keel, Gainesville; J. C. Kendal, Pilot Point; K. Kimbell, Whitewright; C. F. Kold, Memphis; A. S. Lewis, Dallas;

A. A. McNeill, Valley Mills; T. J. Mann, Paradise; M. Marks, Crawford; W. E. Matchett, Corsicana; C. L. Moss, Dallas; A. V. Nelson, Claude; J. E. Patton, Texhoma; E. C. Paxton, Ennis; J. H. Pearlstone, Palestine; W. M. Priddy, Wichita Falls; J. D. Quick, Lubbock;

A. J. Ramsey, Annis; O. T. Rea, Clifton; L. W. Renshaw, Rome; Gus Roberts, Abilene; E. M. Rogers, Ft. Worth; G. P. Roguemoore, Coleman; J. S. Sewell, Vernon; D. T. Shirley, Sanger; B. F. Smith, Celina; J. L. Smith, Palestine; J. M. Smith, Nevada; F. P. Shrader, Frisco;

N. P. Teague, Rosenberg; C. R. Terry, Corsicana; S. A. Thomas, Celeste; W. A. Upchurch, Pilot Point; J. Van Steenwyk, Stamford; J. B. Wadlington, Goree; H. T. Weathers, Greenville; W. E. Werkheiser, Temple; E. L. White, Coleman; H. M. Wieser, Dublin; J. F. Wieser, Hico; C. F. Witherspoon, Denton;

Seeds

Waverly, Ill.—W. R. Turnbull is building a large seed corn house.—R. P. Nelson.

Clover looking well, but acreage not more than 60% of average.—E. T. Custerbender, Sidney, O.

Notwithstanding Oklahoma has a large acreage in wheat, oats and cotton, the acreage of kaffir corn has been greatly increased.

For the last year or two the farmers in the vicinity of Belgrade, Mont., have been extensively raising peas for the big seed houses.—G.

The average date of clover seeding is given as Mar. 30 by the Ohio Dept. of Agri. and the estimated acreage May 1, as compared with last year, as 83%.

Peoria received 90,000 bus. of seed and shipped 30,000 bus. during April; compared with 150,000 bus. received and 30,000 bus. shipped in April, 1911.—John R. Lofgren, sec'y Board of Trade.

Duluth received 335,523 bus. of flaxseed and shipped 297,586 bus. during April; compared with 18,432 bus. received and 40,085 bus. shipped in April, 1911.—Chas. E. Macdonald, sec'y Board of Trade.

Less grass and clover seeding was done this year than usual, seed being too high. Some fall and early spring seeding of grass in the wheat fields show a thick or good stand.—H. J. Merthe, Huron, O.

Whether the Lima Bean Growers Ass'n, of California, has been operating in defiance of the Sherman anti-trust law will soon be made known in the decision which will follow the recent completion of a government investigation.

Violation of the government insecticide law was the charge on conviction of which the Sherwin-Williams Co. and the Devoe & Reynolds Co., paint manufacturers, were recently fined \$25 and costs and \$50 and costs, respectively, at Chicago.

Longs in clover seed have been badly whipped. Better weather must have made better conditions and caused some to change their minds suddenly. The decline when once started was rapid, and buyers ran away from it. Sick grain markets helped it along. Bulls said if wheat was hurt so was seed.—J. F. Zahn & Co.

The county commissioners of Adams county, N. D., have bot \$9,000 worth of flaxseed and will distribute the 3,500 bus. to farmers whose applications for seed grain last March were allowed by the board, action in the matter of furnishing flaxseed having been withheld until some idea of the crop conditions could be had. Since the conditions are favorable they have decided to furnish the seed.

Hamburg, Germany.—In Europe stocks of high-grade, dodderfree seeds are light, only medium and lower grades containing much buckhorn and dodder being available. The clover fields from last year's seeding in a good many places were damaged by the heat and drouth last summer, but the remainder and the old fields have passed the severe winter in good condition.—R. Liefmann Sons, Succrs.

The Seeds Farms, Ltd., with a capital stock of \$100,000, has been incorporated with headquarters at Wilkie, Sask., in Canada. The incorporators are Clifford Willes, Minneapolis; J. H. Pettitt, Urbana; Herbert Vanderhoof, of Chicago, and H. R. Drummond-Hay and R. M. Myers, of Winnipeg.

The Northern Seed Co. of Valley City, N. D., has decided to open a branch in Billings, Mont., and has leased a building in that city for the cleaning and packing of seeds. In the future the names of both cities will appear on the seed packages, put up by the company. The states of Wyoming, Montana and Idaho will be supplied from the Billings office where E. S. Delancey will be in charge as mgr.

A trade-mark has been applied for by the Cargill Elevator Co., of Minneapolis, Minn., which consists of a square, the lines of whose sides and corners are concave in respect to the center, and having in the center the picture of a falcon on the wing, executed with a few heavy and suggestive lines, above which is printed in arched arrangement the word "Falcon" in bold-face Gothic letter, for field and grass seeds.

Milwaukee received during April 14,885 lbs. of timothy seed, 755,177 lbs. of clover seed and 61,200 bus. of flaxseed; compared with 263,130 lbs. of timothy seed, 205,089 lbs. of clover seed and no flaxseed received in April, 1911 Seed shipments for the month included 1,200 lbs. of timothy seed, 33,950 lbs. of clover seed and 5,800 bus. of flaxseed; compared with 30,000 lbs. of timothy and no shipments of clover or flaxseed in April, 1911.—H. A. Plumb, sec'y Chamber of Commerce.

Imports of seeds during the nine months prior to April 1, included 3,487,834 bus. of flaxseed and 32,593,433 lbs. of clover seed; compared with 7,460,374 bus. of flaxseed and 23,011,853 lbs. of clover seed imported in the corresponding period of 1910-11. We exported in the nine months prior to April 1, 1,737,929 lbs. of clover seed, 4,046,823 lbs. of timothy seed and 2,839 bus. of flaxseed; compared with 4,185,456 lbs. of clover seed, 8,917,131 lbs. of timothy seed and 390 bus. of flaxseed exported in the corresponding period of 1910-11. We re-exported 21,919 bus. of flaxseed and 128 lbs. of clover seed during the nine months prior to April 1, compared with no flaxseed and 93,892 lbs. of clover seed re-exported during the corresponding period of 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

Clover seed is seeking fresh bulls. Weather has been favorable and some longs have been falling by the wayside. Reaction in grain has had depressing effect. Bull fevers extend to the different commodities and when they subside it affects seeds as well as grain. Clover seed is closely allied to winter wheat and a failure of one generally affects the other. Ohio, Indiana and Illinois will have the smallest wheat crop in years and the natural conclusion is that the clover seed crop will also be very short. Crop reports are mixed. A few sections say clover wintered better than wheat. Michigan and Wisconsin appear better than the other states. Prices are above an average, but look low compared to recent cash prices. Stock at Toledo is very small and firmly held, but there is no demand at present. Alsike and timothy are in similar conditions to clover. Some stubborn bears are still expecting lower prices.—C. A. King & Co.

Imports of clover seed for the week ending May 25 were 1,881 bags, of which 1,874 were received at New York, 7 at Philadelphia, and none at Baltimore.

Prof. R. A. Moore, agronomist at the Wis. college of Agri., says that that institution, up to May 4, had supplied over 16 tons of alfalfa seed to farmers, which will seed 1,600 acres at the rate of twenty pounds to the acre. The demand was much greater, but this was all the seed the college was able to supply. It is estimated that the acreage of new seeding this year will pass 5,000 acres and possibly reach 10,000.

Chicago received during the week ending May 25, 92,600 lbs. of timothy seed, 90,700 lbs. of clover seed, 316,300 lbs. of other grass seeds and 28,800 bus. of flaxseed; compared with 61,300 lbs. of timothy seed, 59,800 lbs. of clover seed, 243,800 lbs. of other grass seeds and 7,000 bus. of flaxseed received in the corresponding week of 1911. Shipments for the week included no timothy or clover seed, 902,100 lbs. of other grass seeds and 1,400 bus. of flaxseed; compared with 1,500 lbs. of timothy seed, no clover or flaxseed and 47,900 lbs. of other grass seed shipped in the corresponding week of 1911.

The Chicago Great Western Ry. has announced rates, effective May 17, on alfalfa, blue grass, bromus inermis, cane, clover, Johnson grass seed, Lucerne, meadow fescue, orchard grass, rape, red top, rye grass, sorghum, sunflower and timothy, straight or in mixed carloads with broom corn seed, flaxseed, hemp seed, Hungarian seed or millet seed to St. Louis, Mo., from Arispe, Barney, Benton, Blockton, Churchville, Conger, Cummings, Diagonal, Hanley, Knowlton, Lida, Lorimor, Maloy, Millman, Monette, Orilla, Peru, Shannon City, Shepard, Talmage, Ia., Athelstan, Cawood, Conception, Dean, Guilford, McDonalds, Parnell, Pollards, Ravenwood, Rea, Savannah, Sheridan, Wyeth, Mo.

Wisconsin is one of the leading states in the production of peas according to the advance bulletins of the 13th census, which places Wisconsin, Colorado and Michigan at the head of the list so far covered. The production of the Scotch and other "green" varieties has largely taken the place of the common peas with the result that while the yield is about the same, the value is nearly, if not quite double. Yields of 20 to 25 bus. to the acre are common in many sections of the state and the green varieties have brought from \$2.25 to \$2.40 per bu. With the general introduction of the more valuable varieties, there is a probability that the average value of the state pea crop per acre will be doubled.

More than one-half of the seed corn in Wisconsin will not germinate, owing to the fact that many farmers cured their corn last winter by air-drying instead of fire-drying, according to Prof. R. A. Moore, head of the agronomy dept. at the University of Wisconsin. No losses are reported from the farmers who used the kiln-drying process. What seed corn is left in Wisconsin is being gobbled up by the farmers of other states at the rate of \$5 per bu. Professor Moore believes that the hardships which farmers are undergoing to get seed corn in the present year of famine will have beneficial results in the more bounteous years to come, in that they will be less careless in the matter of looking out for good seed corn and will use more scientific methods in selection.

Toledo received 170 bags of clover seed during the week ending May 25, compared with 240 bags received in the corresponding week of 1911. No shipments were made during the week in either year.

Even in the genuine Kentucky blue grass seed there is a wide variation of vitality and germinating power. This may be due to an excess of chaff and dirt mixed with a small quantity of good seed, or it may be caused by carelessness or ignorance in the harvesting and curing. The latter unquestionably is the more prolific cause of poor seed, as from 80 to 90 per cent will germinate if the seed is carefully cured. The usual process is to pile the freshly stripped seed in ricks, either outdoors or in barns. The mass must then be stirred at frequent intervals during the first few days; otherwise it will become heated and the seed will be killed. In the light of these facts it is easy to understand why there should be such a wide variation in the quality of Kentucky blue grass seed, and a consequent variation in the quantity required. Of the ordinary or cheap grades, much of which will not grow, from two to three bushels per acre will be necessary, while of high grade, guaranteed seed, from three pecks to one bushel should be sufficient to insure a good stand.—*Louisville Seed Co.*

The analyses of 18 lots of seed of alsike clover, red clover, white clover, and hairy vetch, amounting to 225,780 pounds, imported into the United States during 1911, showed that the pure seed consisted of only 44.9, 64.2, 51.2, and 23 per cent, respectively, of the consignment, while the germination was as follows: 38.8, 37.0, 30.5, and 77 per cent, respectively. Consequently, though this seed was imported at a cost of \$7.47, \$7.97, \$17, and \$3.82 per 100 pounds, respectively, the actual cost of 100 pounds of seed that germinated was \$44.35 for alsike clover, \$34.66 for red clover, \$111.86 for white clover, and \$23.29 for hairy vetch, or from two to four times the market price of seed of the very best quality. A special examination of seed of alsike clover and red clover imported from Canada during 1911 showed that approximately one-half was unsalable for seeding purposes in that country, the seed-control act there prohibiting sale when more than a prescribed number of noxious seeds are found to the pound. One lot of seed of alsike contained less than 50 per cent of pure seed, germinating only 15 per cent, or 7½ per cent of the entire bulk. This particular lot contained approximately 135,000 weed seeds in each pound.—*Jas. Wilson, Secy. U. S. Dept. of Agri.*

From the Seed Trade.

Jackson, Mich.—From present indications the next crop of clover will be a short one, as the acreage is not large and farmers report the stand very poor. The seed crop was damaged by the severe winter. Timothy, blue grass and alfalfa seed are not raised in Michigan to any great extent.—*S. M. Isbell & Co.*

Camden, O.—The demand for all farm seeds has been unusually strong. We have sold more seeds than in any previous year. Little clover seed was in the country to begin with and practically all supplies were shipped in from other sections, hence no surplus will be carried over to next season. Especially is this true of alsike and timothy. The demand for alfalfa has been unusually strong, partly from the fact that the past winter

resulted in injury to many alfalfa fields and because alfalfa seed was very cheap compared with the cost of other clover seeds. Then, too, the scarcity of hay has stimulated the production of alfalfa. This spring has seen a remarkable demand for quick crop forage seeds, such as millets, Canada field peas and soy beans and we have sold large quantities. Clover looks remarkably fine; the best stand in a number of seasons. The weather has been propitious for its growth and the young crop promises to supply much of the deficiency in the old pastures.—*Eikenberry Bros.*

Lincoln, Neb.—Trade has been rather light in clover and timothy this year. Alsike has been in good demand; but we have not sold a great quantity of blue grass. As far as we can discover, the farmers are holding back in sowing this seed on account of the high price. We have had a fierce demand for alfalfa, in fact, we have sold more than we anticipated, since a great deal was raised thru this section last year. Many clover fields and a few newly seeded alfalfa fields were killed out during the winter on account of the snow being blown off and the fields left bare. On all fields where the snow remained in place little trouble with winter killing was experienced. Very few old fields of alfalfa were killed out. We can see no large surplus of clover, timothy, alsike or alfalfa; and blue grass is scarce. We believe there has been a larger seeding of alfalfa this spring than last and we expect a good trade in this seed next fall.—*E. S. Gunn, vice-pres. of the Griswold Seed Co.*

Kansas City, Mo.—Enormous demands are coming from all sections for late sowing seeds, particularly millet, sorghum, kafir corn, cow peas, and seeds for other forage crops. The supply of millet is limited, and not enough to fill an ordinary demand. We believe stocks will be exhausted long before the season is over. A fair supply of kafir corn and sorghum seed yet remains in the west, south and southwest—enough to take care of a good, ordinary demand. Fall sown seeds received an increased acreage, and there will be an increased acreage of other crops, excepting clover and timothy, the high price of which restricted the quantity sown. The prospects are for a heavy alfalfa crop, as the acreage was large, but the seed will depend on the weather during June and July; a dry season means a big alfalfa seed crop; a wet season a big hay crop. We are inclined to think that the crop of clover, alsike and timothy will be short of an average one, because all the old fields last year were killed out by the severe drought and we expect little seed from this spring's sowing. The outlook is for a good crop of blue grass seed, but the weather during the rest of this month will be an important factor. It is a little too cold and dry now, in most sections, but with favorable weather blue grass will respond more quickly than any other crop.—*Thos. Tobin, of the Missouri Seed Co.*

"Abandoned Wheat Fields; Suggestions as to Use," is the title of a pamphlet which is being distributed by Rosenbaum Bros. in the sections where the plowed up acreage has been so great as to place farmers in perplexity concerning the most profitable of seeding of the land for spring crops. The little book is the work of Henry G. Bell, agronomist, and Roy C. Bishop, ass't agronomist, who suggest cowpeas, Canada peas and oats mixed, and cowpeas and millet mixed.

STANDARD CONSTRUCTION of Cob Burner.

At the annual meeting of the Mill and Elevator Mutual Fire Insurance Field Men's Ass'n at Chicago, May 17, an approved plan of construction for cob burners was presented by the com'te on cob burner, composed of C. H. Cole, Chicago, of the Millers National Insurance Co.; T. M. Van Horn, Chicago, of the Millers Mutual Fire Insurance Ass'n of Illinois, and C. B. Sinex, Indianapolis, Ind., of the Grain Dealers National Fire Insurance Co.

This plan is put forth as the best the com'te could devise in the light of observation and experience up-to-date, and policyholders and those contemplating erecting a cob burner who request instructions on what plan will meet the requirements, will be furnished the plan shown herewith, with the reservation that the owners may be required later to alter the burner, if changes should seem advisable to the com'te after further study and experiment. In the meantime the members of the com'te will gladly receive suggestions from the trade looking toward improvement of the plan. The report as submitted by the com'te follows:

REPORT OF COM'ITE ON COB BURNER.

Upon investigation this com'te found cob burners of all kinds of construction and embodied in them were a most varied assortment of ingenious ideas. This condition was due to lack of standard. This standard this committee will endeavor to establish from our past experience with a fair and reasonable amount of fire prevention judgment, also considerable

economy and usefulness in the cob burner construction. Reference to statistics developed the surprising fact that we had no case where the origin of fire could be traced absolutely to the cob burner itself; it is evident that the danger lies more in the abuse of the burner. Hazard is in allowing the burner to fill up with ashes or cobs which may back up, filling the spout to cleaner in elevator or back draft drawing sparks up into elevator.

JUMP SPACE.—One can readily see that with cob spout full of cobs any valve or check arrangement would be ineffective as a fire stop, therefore, we have decided to reject this arrangement and substitute the jump space in cob spout; space to be just outside of cob burner in cob spout. The possibility of back draft is checked by the top and bottom open space in spout, or if cobs are allowed to accumulate in burner so that spout fills up, open space will allow cobs to drop on ground outside of burner. The operator is then warned and will stop cleaner and sheller and take care of the overflow. The sides of the spout at jump space are solid, forming a wind shield against side wind or draft.

THE PITCH of spout of 45 degrees should not be sacrificed to obtain any stated distance from elevator or additions thereto; we have a number of instances where burner is less than 6 feet from frame buildings, and one case of Hartung & Co., of Elwood, Ind., where the burner is located in elevator addition venting 4 feet above the roof and has been this way for 15 years, causing no trouble.

TILE.—Providing the required number of 4" tile be used, as shown, we believe there is little or no danger of fire from top of burner, as these tile furnish a heavy check draft over top of fire and at the same time keeps the upper part of the burner reasonably cool.

There is little to be gained by drawing in the top of the burner, as sometimes found, to a less diameter; as it is harder to build, makes stronger draft and more heat inside of burner, which means more expansion.

Owing to lack of funds the com'te was not permitted to construct a test burner of description herein given, but Mr. Edwin Beggs, of Ashland, Illinois, who has burners at several of his stations, consented to construct a burner at the suggestion of the com'te, at one of his stations embodying the ideas which we

have given. He reports that the burner is very satisfactory in every respect. We anticipate that there may be modifications to be made in our standard burner, as demanded by further experience, but feel we have a basis established, and recommend the standard be accepted. Dimensions and descriptions to be given builders upon inquiry.

DESCRIPTION OF STANDARD COB BURNER.—The burner finished will be diameter 18' x height 20' outside measurements. Foundation 24"x18" of brick laid in cement or concrete and described as circular straight walls. The first or lower 10 feet of burner wall will be 13" hard brick laid in cement mortar and lined with one course of common brick laid in common mortar, but not bound to main wall. This lining to be renewed as required. Fire brick may be used, but we consider common brick and renewals cheaper.

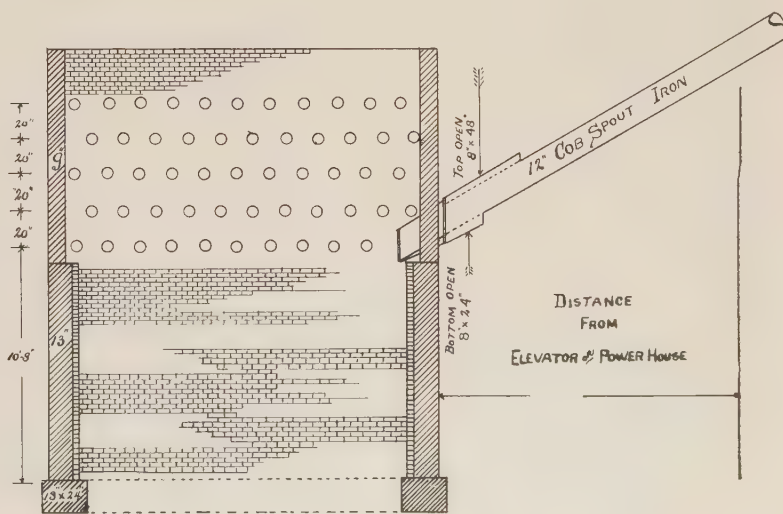
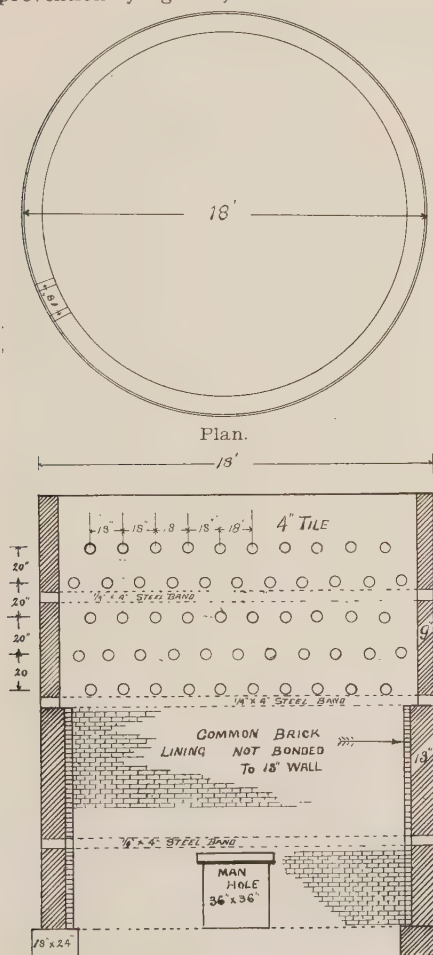
The second, or upper, 10 ft. of burner wall will be 9" hard brick laid in cement and 4" hard burned drain tile in 5 rows 20" apart and tile in each row 18" between centers.

The burner to be bound by 3/4"x4" strap iron bands, placed as follows: 1st band around 5 ft. up from top of foundation; 2nd band at 10 ft. up from foundation, and 3rd band 15 ft. from foundation. A manhole or draft door size 36"x36" to be placed at bottom of burner or opposite side from buildings and protected by sliding iron door.

A round iron cob spout to be placed from elevator to cob burner at about an angle of 45 degrees; spout to enter cob burner 11 ft. from top of foundation. Size of cob spout to be 10" or 12" diameter and swelled at burner connection. Bottom of spout just outside of entrance point to burner, to have an opening of 8" wide x 24" length. Top of spout to have an opening of 8" wide x 48" length.

Bottom opening in spout forms a jump discharge, and in case of backing up will drop cob to ground, outside of cob burner preventing a back up of cobs and filling spout to elevator. Sides of spout will be solid, making a wind shield against a possible side wind or draft.

NOTE.—The side of cob burner shown in this report and blue print will not be considered standard for all capacities of shellers and may vary from 16'x16' to 20'x24' or larger. Reproduced in the engravings herewith are plan and two cross-sections of burner.



Cross Sections of Cob Burner of Standard Construction.

PEORIA, THE GRAIN SHIPPERS

MECCA, JUNE 11-12

ANNUAL CONVENTION IL-
linois Grain Dealers' Ass'n.

The official program of the Nineteenth Annual Convention of the Illinois Grain Dealers' Ass'n to be held at Peoria, Tuesday and Wednesday, June 11th-12th, 1912, follows:

Headquarters: Jefferson Hotel.

Executive Committee: Louis Mueller, Chairman; L. H. Murray, D. D. Hall, F. A. Arnold, J. A. Speers, Lee G. Metcalf, S. W. Strong.

Entertainment Committee: T. A. Grier, Chairman, J. H. Ridge, G. M. Miles, H. H. Dewey, Arthur Clark, R. H. Hammell, G. H. McHugh, T. J. Pursley, L. C. Emerson.

Finance Committee: T. G. Jacobs, Chairman, N. R. Moore, John Thode, J. S. Bocock.

All who are interested in the Grain Trade are cordially invited to attend the Convention.

PROGRAM.

Tuesday, 10:00 a. m.

Call to order—Lee G. Metcalf, President, Illinois.

Song, "Illinois"—Chas. S. Burdick.

Invocation—Rev. S. P. Archer.

Address of Welcome for Peoria—E. N. Woodruff, Mayor.

Address of Welcome for Board of Trade—C. H. Feltman, President.

Response for the Ass'n—W. L. Shellabarger, Decatur.

Reading of Minutes of last Annual Meeting.

Secretary's Report—S. W. Strong, Urbana.

Treasurer's Report—H. I. Baldwin, Decatur.

Report Finance Committee—Victor De-wein, Chairman, Warrensburg.

Appointment of Committees on Resolutions, Nominations and New Business.

Tuesday Afternoon, 1:30 p. m.

President's Address—Lee G. Metcalf.

Arbitration—H. A. Rumsey, Chairman Arbitration Committee, Chicago.

Claims Department of the Ass'n—R. C. Baldwin, Chairman Claims Committee, Bloomington; R. H. Mathis, Prophetstown.

Scale Department—Clay Johnson, Official Scale Inspector of the Ass'n, Decatur; U. C. Sinclair, Ashland; J. F. Umpleby, Pana.

Moisture Test of Corn, and its Value, to the Country Shipper—R. A. Russell, Decatur; G. W. Cole, Bushnell; L. L. Harrison, Dwight.

Affiliation with the Grain Dealers National Ass'n, referred to the Convention, by the Board of Directors, at a meeting held in Decatur, Sept. 28th, 1911.

Revision of the Constitution and By-Laws of the Ass'n. Resolution adopted by the 18th Annual Convention. Committee: Lee G. Metcalf, Chairman; W. L. Shellabarger, S. W. Strong.

New business.

Wednesday, 9:30 a. m.

Interest Charges in Terminal Markets—J. S. Coon, Rantoul; R. J. Railsback, Hope-dale.

Crop Reports—P. S. Goodman, Chicago; H. I. Baldwin, Decatur; A. M. Kirby, Latham.

The National Reserve Ass'n—Robert W. Bonyne, Chicago.

Crop Improvement—Bert Ball, Secretary Crop Improvement Committee, Council of Exchanges, Chicago.

Car Supply—E. M. Wayne, President Grain Dealers National Ass'n, Delavan.

When Corn Is Dried, Should Shipper Be Held for Shrinkage?

Report of Resolutions Committee.

Report of Nominations Committee.

Election of Officers.

New Business.

ENTERTAINMENT.

June 11th, 1912.

3:00 p. m.—Auto Ride for Ladies thru city and parks, with luncheon at the Country Club.

8:00 p. m.—Smoker at the Jefferson Hotel.

June 12th, 1912.

1:30 p. m.—Hundred Mile Boat Ride on the famous Illinois.

All Aboard for Peoria.

The time is fast approaching when every Illinois dealer will forget his trials and go to Peoria, for a two day visit with his brother dealers from all parts of the state. Pres. Feltman of the Board of Trade says that every member of the Board will be appointed a committee of ten on reception. Each one will be labeled, and if you do not see the label you can recognize the members by their faces, as a good photograph of each member is reproduced herewith. Greater preparations are being made for this convention than any preceding gathering of Illinois shippers, and every one identified with the gathering is now confident of the attendance being much greater than ever before.

The Grain Dealers Journal is the best of its kind published.—Easton Grain Co., San Angelo, Tex.

THE PEORIA BOARD OF
Trade.

BY PRES. C. H. FELTMAN.

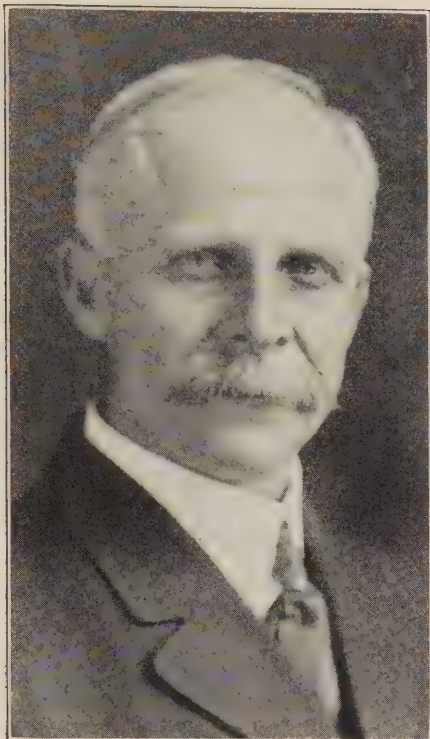
Peoria is situated in the center of the most productive agricultural State in the Union. At its very door lie rich deposits of coal and underlying it is an inexhaustible vein of pure water of easy access. It is situated on the Illinois River, which gave it the earliest means of transportation facilities.

These natural advantages drew to it manufacturing enterprises, many of which were large consumers of grain and so in an early day made Peoria a grain market, and as early as 1857 there was duly incorporated a Peoria Board of Trade, with John C. Grier as President and A. G. Tyng, Sr., as Vice-President, with fifty members, all of whom we think have passed away with the exception of Mr. B. L. T. Bourland.

This association was organized for the furtherance of the grain business, and like all other Boards of Trade, was instituted to meet a commercial need. It also undertook to further all other commercial interests of the city. This organization was succeeded in 1869 by the present Peoria Board of Trade with Mr. Horace Clark as its first President. While this exchange was instituted as a distinctly grain exchange, it has always taken a lively interest in National, State



Home of the Board of Trade, Peoria, Ill.



C. H. Feltman, Pres. Board of Trade, Peoria, Ill.

and City affairs. Its rules, like all other exchanges, insist upon just and equitable business methods on the part of its members and also provide for the arbitration of all business differences and while differences will occur, Courts of Law have rarely, if ever, been resorted to for adjustment.

The great movements of recent years have been along the lines of organization and co-operation, and the Peoria Board of Trade secures to its members these advantages to successfully and intelligently meet the exigencies of the ever changing conditions the world over, which invariably affect the grain trade more or less.

Boards of Trade and their members have been subject to much adverse criticism from persons who cannot or will not distinguish the difference between a gambler who risks his money on a chance and the speculator who buys or sells on his judgment after scanning the news of the world as to supply and demand, or the man who buys to provide against future needs or sells for future delivery to better advantage than present prices will return.

While the members of the Peoria Board of Trade, like other prudent and conservative men in the grain trade, take advantage of the future markets when they offer assurances of securing profits, yet the Peoria Board of Trade is rather distinctly a cash grain market.

The local consumption of grain at Peoria demands about 60,000 bushels per day, while the demand from shippers and for storage purposes is only limited



N. R. Moore, First Vice-pres. Board of Trade, Peoria, Ill.



Jno. R. Lofgren, Sec'y Board of Trade, Peoria, Ill.

by the price at which it is offered. The constant demand for these purposes insures a strong and healthy competition at all times.

The inspection of grain is according to the uniform rules adopted by all Western markets and is what may be termed commercial inspection. Since the adoption of the moisture test it has been given to the patrons of this market without extra charge. The inspectors are employed by the Board and are under the supervision of a committee representing all interests in the trade; receivers, shippers, consumers and producers. These inspectors are men who have grown up in the trade and have been promoted from



Part of the Trading Floor and Some of the Active Members of the Peoria Board of Trade.



P. B. Miles, Peoria, Ill.

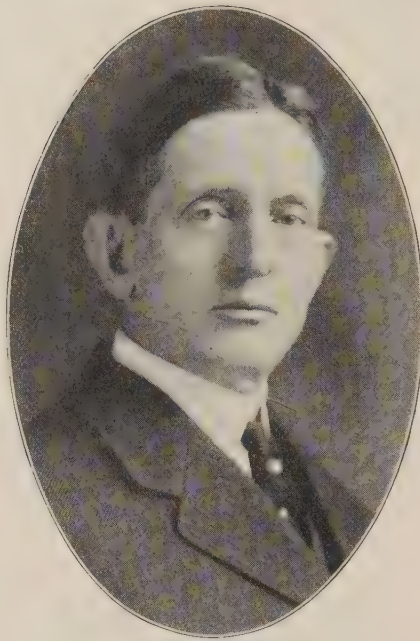
helpers as vacancies occur, which is the rule followed.

The weighing department consists of a chief weighmaster with the necessary corps of deputy supervisors at all industries and elevators and a scale expert, who are all employed directly by the Peoria Board of Trade. All defects or leakages are carefully noted on certificates sent to the consigner, which may be used as evidence if a claim is to be made for shortage.

There are 14 railroads running into the city and it is a division point of all the roads.

Three public elevators with 2,500,000 bushels capacity, with every facility for transferring and conditioning grain quickly, are at the service of the trade. Burlington Elevator, 1,000,000; Iowa Elev., 1,000,000; Central City Elev., 250,000.

Switching facilities are the most perfect of any market, requiring no multiplicity of switching orders, and Peoria is noted for its prompt returns. Many



C. C. Miles, Peoria, Ill.

cars are daily accounted for the next day after arrival.

In the days when country banks were few, the members of this Board supplied this deficiency with their means and credit in financing the movement of crops during harvest and to hold grain until demand and markets would receive it. They are still doing this as reasonable requests come to them. It will always be the aim of its members to further the mutual interests of those engaged in the trade and distribute free of charge all news that can be gathered affecting the market.

The benefits to accrue in future years from the Peoria Board of Trade to the city and the grain territory tributary to Peoria can certainly be contemplated with hopeful expectancy, for since its organization millions of bushels of grain and thousands of tons of hay, totalling millions of dollars in value, have been handled and accounted for by its members with the utmost fidelity and care.



G. M. Miles, Peoria, Ill.

The following Peoria hotels have listed the rates given below for the Annual Convention of the Illinois Grain Dealers' Ass'n, June 11th and 12th, 1912:

Jefferson Hotel, European, 225 rooms, \$1.50 to \$2.50. Bath with each room.

Arion Hotel, European, 52 rooms, \$1.00, cots 75c.

Endres Hotel, American, 31 rooms, \$1.50 to \$2.00.

Lud Hotel, European, 42 rooms, \$1.00. Bath available to all.

Majestic Hotel, European, 75 rooms, \$1.50 with bath, \$1.00 and 75c without.

Mayer Hotel, European, 175 rooms, \$1.50 to \$2.00 with bath, \$1.00 to \$1.50 without.

Niagara Hotel, European, 110 rooms, \$1.50 and upward with bath, \$1.00 and upward without.

Smith Hotel, American, 80 rooms, \$3.00 with bath, \$2.50 without.

Regis Hotel, European, 100 rooms, \$1.50 with bath, \$1.00 to \$1.50 without.

Fay Hotel.

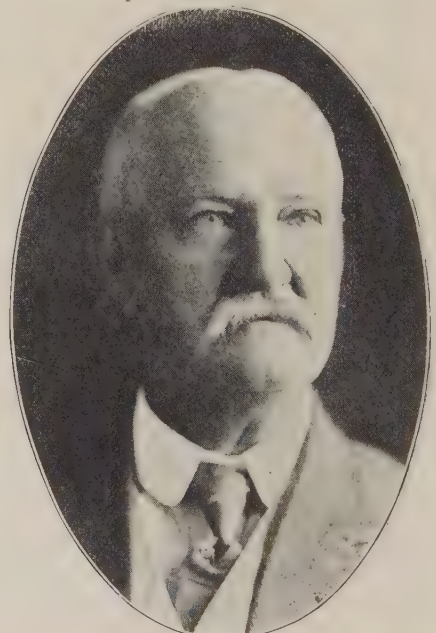
Union Depot Hotel.



A. G. Tyng, Peoria, Ill.



D. D. Hall, Peoria, Ill.



T. J. Pursley, Peoria, Ill.

Peoria Board of Trade Members who will Entertain Visiting Dealers June 11-12.

Photos by E. D. Nash.



J. C. Miles.



W. S. Miles.



Ben Miles.

THE CITY OF PEORIA.

Peoria has come to the front rapidly as a primary market during the past few years. Its importance as a handler of corn and oats has attracted the attention of the whole country. Peoria does not claim prominence as to wheat, rye or barley, tho considerable business is done there every year in these cereals, and its industries use large quantities of rye and barley of the best grades.

This city does claim a place in the very front rank as a receiving market of corn and oats every day in the year; and is equally well known as a shipping point to all parts of the South and East. Peoria's system of inspection and weighing, every feature of which is directly under the jurisdiction of the Board of Trade, has proved entirely satisfactory to the country shipper as well as to the consumer, the country over. And it is not on

the programme that any backward steps will be taken.

On the contrary, the Peoria grain market during the past few years has successfully met and won every controversy which threatened its supremacy.

Peoria is the largest daily consumer of corn in the world, and in addition to the corn ground up there every day, supplies a very large portion of that used in the neighboring city of Pekin, which is only ten miles away, and contains three large corn industries.

The motto of Peoria grain dealers is: "Treat your customer fairly every time, and you will keep him, if your market values are in line."

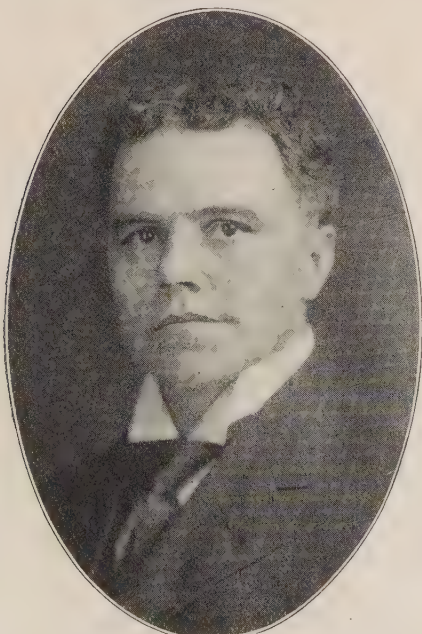
Receipts of grain at Peoria during four months prior to May 1, 1912, amounted to 266,835 bus. of wheat, 7,885,181 bus. of corn, 2,324,110 bus. of oats, 89,175 bus. of rye and 716,711 bus. of barley, compared with 208,954 bus. of wheat, 6,413,883

bus. of corn, 1,706,125 bus. of oats, 122,600 bus. of rye and 825,032 bus. of barley received during the corresponding four months of 1911.

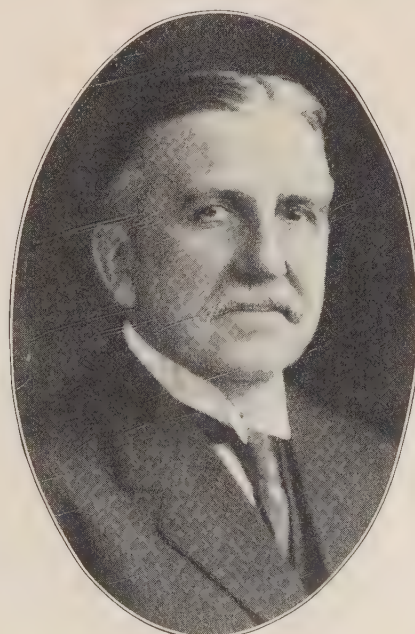
Shipments of grain from Peoria during the four months prior to May 1, 1912, amounted to 245,485 bus. of wheat, 5,489,229 bus. of corn, 3,668,407 bus. of oats, 52,756 bus. of rye and 269,351 bus. of barley; compared with 140,667 bus. of wheat, 5,406,722 bus. of corn, 2,145,302 bus. of oats, 27,774 bus. of rye and 431,569 bus. of barley.

Total receipts of all grain were 11,282,012 bus. during four months of 1912; compared with 9,276,594 bus. received during the same period in 1911. Total shipments during the four months were 9,725,228 bus.; compared with 8,152,034 bus. of grain shipped during the same period in 1911.

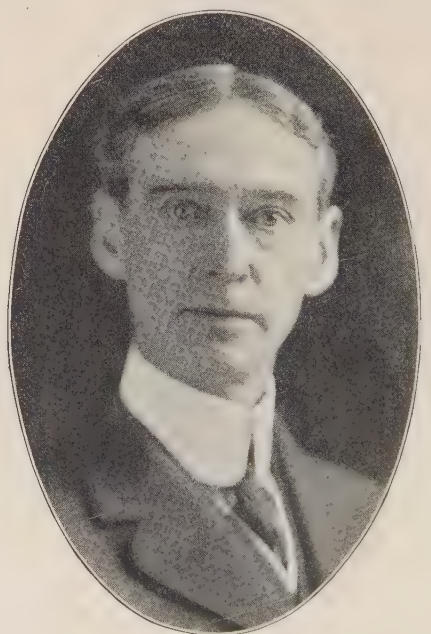
Peoria is the second city of the state of Illinois in population. It is the terminal



J. H. Ridge, Second Vice-Pres.



T. A. Grier.



W. T. Cornelison.

Peoria Board of Trade Members who will Entertain Visiting Dealers June 11-12.

Photos by E. D. Nash.



W. W. Dewey, Peoria, Ill.



H. H. Dewey, Peoria, Ill.



E. S. McClure, Peoria, Ill.

point of 14 railroads, including the most important systems of the United States. The Illinois River is navigable 10 months in each year and traffic on it is gradually increasing.

The new city directory issued May 1, 1912, contains 51,124 names, indicating a population of 115,029.

Peoria's parks and parkways contain 425 acres and are valued at \$3,500,000. This acreage is included in Peoria pleasure and park driveway systems and in this system is Grand View Drive, 14,632 ft. in length and 100 ft. wide, skirting the bluffs and overlooking the Illinois River Valley.

Topographically the city of Peoria and the city of Washington are almost identical. A view unrivaled in America, according to Ian Maclaren, is the Prospects Heights view of the Illinois River Valley, the winding stream, the blossoming fields and the neighboring cities.

FEED MANUFACTURERS MEET.

The annual meeting of the American Feed Manufacturers' Ass'n, called for May 24th and 25th, at the Auditorium Hotel, Chicago, was compressed into one day, most of the business having been transacted during the Friday morning session.

J. H. Genung, of Indianapolis, delivered the annual address of the president, and Sec'y W. R. Anderson, of Milwaukee, made his annual report.

F. A. McLellan of Buffalo read the feed definitions as adopted by the Feed Control Officials, and they were ratified.

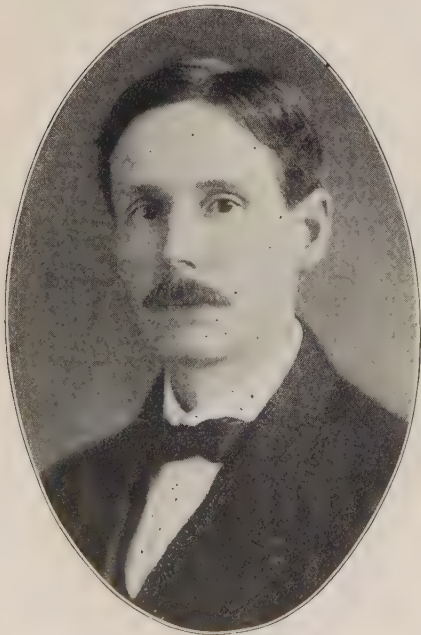
G. A. Chapman of Chicago presented a report by the Com'te on Uniform Feed Law and also in combination the report of the Com'te to Test Constitutionality of certain State Laws, from which we take the following:

UNIFORM FEED LAW.

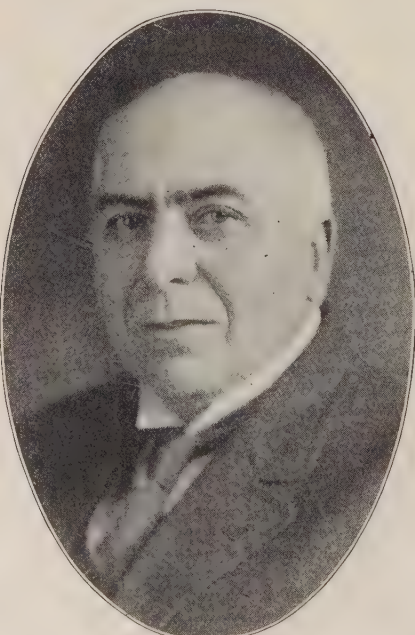
A number of states such as Maine, Massachusetts, Illinois, Mississippi, Arkansas, Alabama, Oklahoma and South Dakota have adopted or adjusted their existing laws to practically what amounts to the Uniform Law. Of course, its fairness to all classes and its unquestioned constitutionality make it appeal, not only to the classes affected by its provisions, but it appeals strongly to the members of the state legislatures who have the making of the laws.

Wherever this law has been brot before state legislatures with the support of the Feed Control Officials, there has been little or no opposition to its passage, and such opposition as has developed has arisen almost invariably from special interests who have sought to profit or gain undue advantage by having their special products exempted. Any movement of this kind is so manifestly unfair and so clearly class legislation, that it should be and is most heartily condemned by members of this Ass'n, and, I think I can say, by the Feed Control Officials generally. All feed products are subject to adulteration and misbranding; there are no exceptions, and it is just as necessary and desirable that one kind of feed be inspected as another.

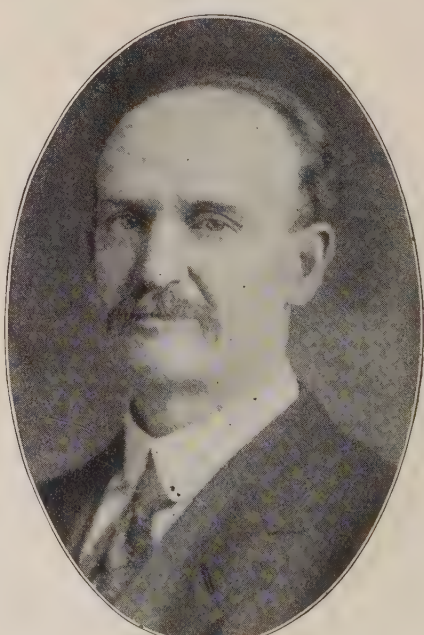
Our Com'te during the past winter put



F. L. Wood, Peoria, Ill.



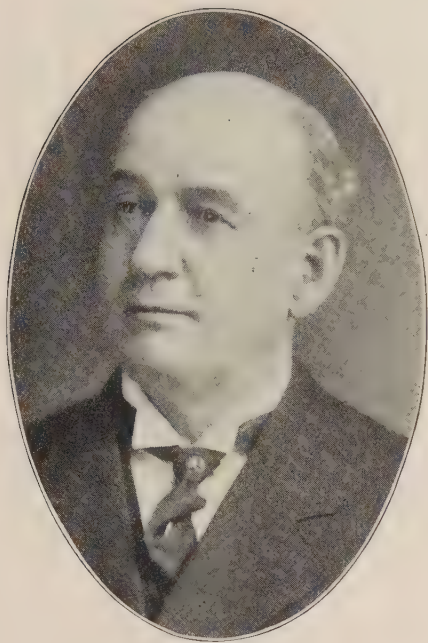
Geo. Breier, Peoria, Ill.



J. A. Speers, Peoria, Ill.

Peoria Board of Trade Members who will Entertain Visiting Dealers June 11-12.

Photos by E. D. Nash.



Frank W. Arnold, Peoria, Ill.



L. C. Emerson, Peoria, Ill.



Theo. G. Jacobs, Peoria, Ill.

forth some special efforts in two of the states. In Mississippi the Uniform Law was passed by both houses of the legislature and the greatest credit for this splendid progressive step should be given to the State Chemist, Dr. Hand, the Commissioner of Agriculture, Mr. Blakesley, and a member of our Ass'n, R. L. Simpson, of the Gulfport Grocery Co., Gulfport, Miss. The two state officials worked earnestly in conjunction with Mr. Simpson for the principles laid down by the Feed Control Officials of the United States in the Uniform Law.

In Virginia where a number of our members' products have been barred absolutely from the state by the law, which prohibits the sale of certain materials of great feed value, an earnest effort was made by our Com'te to have the old law repealed and the Uniform Law established. Sec'y Anderson, H. G. Atwood and I made a number of trips to Richmond and labored strongly with the members of the legislature. A bill covering the Uniform Law was prepared and passed two readings in the House of Representatives, but owing to the great press of business failed to reach a vote.

The manufacturer should have no fight

with any state which finds it necessary to adopt a tax in order to provide the funds necessary for the enforcement of the feed law.

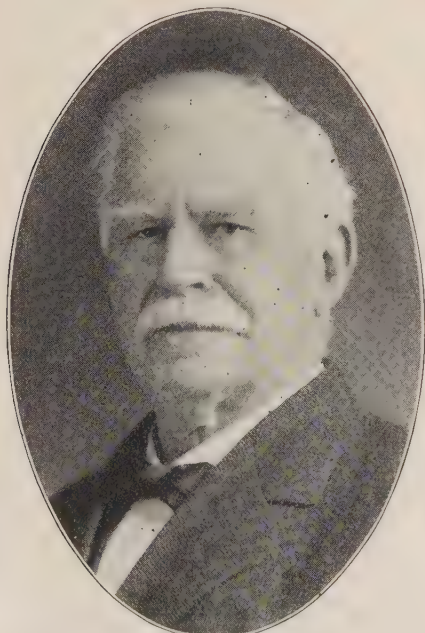
Tonnage Tax.—This Ass'n should not sanction a tonnage tax for we believe that the funds for the enforcement of feed laws should be made by appropriation from the general fund, the same as those for the enforcement of any other law. Yet the legitimate manufacturer is so largely the beneficiary of these inspection laws that where it has been found necessary to raise the fund by a special tax it should be the last thing in the world for the manufacturer to do to object to paying his share of this inspection fee.

The manufacturer wants the inspection—he should insist upon the inspection. It is the only protection for the honest manufacturer doing a legitimate, honest business against an unscrupulous competitor, and the more thoro the inspection, the better he should like it.

He should never object to the tax feature where inspection cannot be procured by direct appropriation from the state's funds, but he should insist on all feeding stuffs being taxed which are inspected, and all feeding stuffs should be inspected for all feeding stuffs are subject to adulteration.

But the point which I have been leading up to is, that where the tax tags or tax stamps are a necessity the states should lighten the burden of the manufacturer to the extent of uniformity and of simplifying the tag or stamp feature. No one but a man who is doing a large business in all the states can realize the great difficulty under which the manufacturer is operating in regard to tax stamps today. Our own business necessitates the carrying in stock of 212 different kind of tags. Is it any wonder that the wrong tag or the wrong stamp, or none at all, frequently finds its way into a state requiring its own individual tag or stamp?

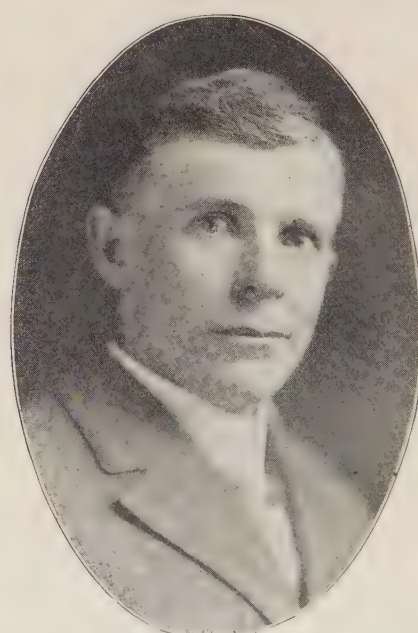
Constitutionality of Laws.—The Com'te appointed to test the constitutionality of certain state laws in the courts has been most active and has held a great many meetings since our meeting in Columbus in November. In the states of Virginia and Mississippi laws were in effect which prohibited the sale of the feeds of certain of our members. These laws barred products of the highest feed value, articles of national reputation and in some instances compounds against which no word of criticism from any source has ever been offered. The manufacturer will give his complete support and is most heartily in sympathy with any law which provides that he must



J. M. Quinn, Peoria, Ill.



J. C. Luke, Peoria, Ill.



L. H. Murray, Peoria, Ill.

Peoria Board of Trade Members who will Entertain Visiting Dealers June 11-12.

Photos by E. D. Nash.



L. L. Gruss, Peoria, Ill.



J. S. Babcock, Peoria, Ill.



Louis Mueller, Peoria, Ill.

name his ingredients truthfully, that he must guarantee and live up to his guaranteed chemical analysis, that he must state the weight on his package and give the weight which he so states. He is most anxious to have his feeds inspected against any kind of misrepresentation or any kind of deleterious material, but he must have the privilege of selling his product for what it is whether it is of great or little nutritive value.

S. T. Edwards of Chicago read the report of the executive committee recommending the creation of an arbitration committee to consist of three members of the feed manufacturers association and three members of the feed control officials, these to choose the seventh member, to arbitrate any difficulty.

Friday afternoon several of the government feed control officials read instructive papers, the first being by W. J. Jones, Jr., of Lafayette, Ind., who is president of the Ass'n of Feed Control Officials of the United States. He advocated publication of the analyses of honest feedstuffs

as well as those found not up to guarantee. Also he recommended "blind analysis," the chemists to know each sample by number.

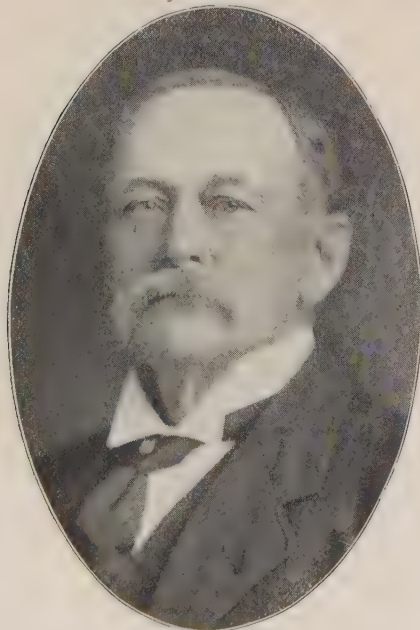
Dr. J. K. Haywood, of the U. S. Dept. of Agriculture, Washington, followed with an interesting extempore address, advising manufacturers not to rely on average analyses, as these were certain to make trouble and prosecution for violation of law. He urged that manufacturers make chemical analyses of each product. In his argument he called attention to the wide difference between the maximum and minimum of protein in timothy hay and other feeds.

The Ass'n endorsed Dr. Haywood for the position of Chief Chemist formerly held by Harvey W. Wiley.

Among those in attendance were H. A. Abbott, manager of the feed department of the Albert Dickinson Co., Chicago; L. F. Brown, Dept. of Agri., Al-

bany, N. Y.; T. J. Bryan, Illinois State Analyst, Chicago; L. A. Fitz, Kansas Dept. of Agri., Manhattan; O. E. M. Keller, of International Sugar Feed Co., Minneapolis; P. A. Methvin, chief food inspector, Atlanta, Ga.; J. D. Turner, Lexington, Ky., sec'y Ass'n of Feed Control Officials of the U. S., and W. G. McSpadden, of Milwaukee.

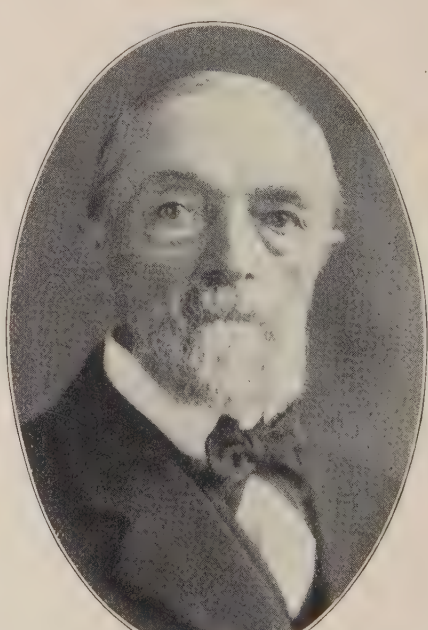
Manitoba has 705 elevators; Saskatchewan, 1,007; Alberta, 279; British Columbia, 6. The total capacity of the country elevators of Canada in 1911-12 was 62,074,500 bus.; Ontario terminals, 25,700,400 bus.; Ontario milling elevators, 1,700,000 bus.; Ontario country elevators, 40,000 bus.; Eastern transfer elevators, 19,135,000 bus.; grand total, 108,649,900 bus. Canada has 80 licensed grain commission merchants and 113 licensed track buyers of grain, as reported by the Dept. of Trade and Commerce, Ottawa.



J. M. Harker, Supervisor of Weights, Board of Trade, Peoria, Ill.



F. B. Tompkins, Chief Grain Inspector, Peoria, Ill.



Jno. Thode, Peoria, Ill.

Peoria Board of Trade Members who will Entertain Visiting Dealers June 11-12.

Photos by E. D. Nash.

Feedstuffs

The Edgar-Morgan Co. is sending out a three-color leaflet advertising its "Ceralfa" horse and mule feed.

The New England Feed Co. has been incorporated at Boston with a capital stock of \$5,000, by James P. Steele, Hervey W. Estabrook and Edgar M. Smith.

The Arizona Alfalfa Mlg. Co., of Phoenix, Ariz., is erecting a 150-ton alfalfa milling and feed mixing plant on the site of the one which burned some time ago.

A trade-mark has been applied for by Jameson, Hevener & Griggs, of St. Paul, Minn., which consists of the simple word "Imperial" printed in bold-face, high point letters, for mixed poultry feed.

Milwaukee received 2,220 tons of feed and shipped 16,103 tons in April; compared with 4,505 tons received and 14,655 tons shipped in April, 1911.—H. A. Plumb, sec'y Chamber of Commerce.

The Farmers Warehouse Co., of Rayne, La., will build a milling plant for the manufacture of mixed feed to cost \$200,000. The business will be conducted under the name of the Rayne Feed & Mlg. Co., with Frank Gilbert as mgr.

The uniform feed law proposal received a sturdy boost when the Southwestern Missouri Millers Club, which met in Springfield May 16, unanimously agreed to work in co-operation with other organizations all over the country to obtain the passage of such a law in the near future.

High water and the confusion incident to the floods in the lower Mississippi Valley have caused the postponement of the convention of the Interstate Cottonseed Crushers Ass'n, to have been held in New Orleans May 21. The new date will be fixed by the executive com'te, of which Robert Gidson, of Dallas, Tex., is sec'y.

Sawdust might become the basis of bread in case of a famine of cereals, according to certain food experts who point with pride across the water to Berlin, Germany, where a bakery turns out, as food for horses, 20,000 loaves daily whose composition is two-thirds sawdust and one-third rye flour. Such bread, say the experts, is sufficiently nutritive to sustain human life in time of famine and is not at all disagreeable to the taste.

During the nine months prior to Apr. 1 we exported 51,347,548 lbs. of corn oil cake, 1,159,599,495 lbs. of cottonseed oil cake and 453,870,095 lbs. of flaxseed oil cake, 109,890 tons of bran, middlings and mill feed and 52,173 tons of dried grains and malt sprouts; compared with 61,600,617 lbs. of corn oil cake, 631,282,844 lbs. of cottonseed oil cake, 435,361,118 lbs. of flaxseed oil cake, 41,164 tons of bran, middlings and mill feed, and 49,603 tons of dried grains and malt sprouts exported in a corresponding period during 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

Because Kansas feed dealers cannot take time to make a study of chemistry, they are having some trouble in complying with the feedingstuffs law. For instance, many of them do not understand why bran and shorts must be registered. Section 1 of the Act, which is given in full in Circular 18, issued by the Registry Dept., says that "concentrated feed-

ingstuffs are all materials sold, offered for sale or held for sale within the State of Kansas and designed for the nutrition of animals of any species, if such materials have been subjected to any mixing process or subjected to any process whereby the composition of the original material is altered." The original material in the case of bran or shorts is wheat and the milling process abstracts a portion of the kernel, thus changing the composition.

ALFALFA MILLERS MEET IN Wichita.

The National Alfalfa Millers Ass'n met May 7 at Wichita, Kan., in response to a call issued by Pres. Bryan Haywood. Millers were present from Kansas, Oklahoma, Colorado and Arizona and both the morning and afternoon sessions were devoted to a general discussion of the problems confronting the manufacture and marketing of alfalfa meal.

Of most interest to the assembled millers was the probable condition of prices during the next few weeks. Many of them expect to see the collapse of the high prices to which all feedstuffs have soared during the winter, owing to the fact that many of the new forage crops will be well under way by that time. With more liberal supplies of everything prices are bound to drop, they reasoned, and it is not improbable that early alfalfa will be the first to feel the benefit of the slump.

The meeting endorsed the action of the executive com'te which met at Hartman, Colo., last Sept. 28, in which Pres. Haywood was authorized to organize a general sales dept., and approved the moving of the offices of the Colorado Alfalfa Products Co. from Denver to Kansas City, where the general sales dept. of the Ass'n is located. During the course of the meeting the scope of the general sales dept. was defined. No miller, it was stated, is obliged to sell his product thru the dept., but is simply asked to keep in close touch both by notifying headquarters of what offerings he may have and by receiving in return information as to market conditions, and other knowledge helpful to business. A sampling dept. will be established in connection with the sales dept. and samples taken from each car of meal destined to or thru Kansas City. Portions of these samples will be sent to both purchaser and shipper. The sales dept. will also attend the weighing and transferring of shipments destined to points beyond Kansas City. Similar arrangements will be made at Omaha and Memphis.

Membership dues will in the future be \$5 per year payable in advance and eliminating the per ton tax. The present system of membership dues which are on a basis of 1c per ton, payable monthly, has been found tedious and annoying and the sense of the meeting was heartily in favor of the change. In case expenses exceed the revenue the executive com'te is authorized to instruct the sec'y to issue special assessment to meet the bills of the Ass'n.

None but genuine alfalfa millers will in the future be eligible to membership in the Ass'n, according to a resolution adopted following a discussion of Section 2 of Article XIII, which admits brokers, dealers, buyers and consumers of alfalfa meal, railroad representatives, supply houses and manufacturers and sellers of machinery and bags to associate membership in the Ass'n. This action was not taken with any desire to be exclusive, but because it was the sense of the meeting

that only those engaged in one branch of the business ought to belong to the same association.

The following resolutions were adopted: Whereas dissatisfaction has been expressed by members of the National Alfalfa Millers Ass'n because others than actual millers are included in the membership of the organization, be it resolved that only those actually engaged in the milling of alfalfa meal be considered eligible to membership. Whereas the executive com'te in session at Hartman, Colo., Sept. 28, 1911, authorized Pres. Haywood to arrange for a general sales dept. for the benefit of members, be it resolved that we endorse this action of the executive com'te and pledge our support to the sales dept. The following amendment was made to Article XIII of the Constitution: The dues for membership in this Ass'n for active members shall be \$5.00 per annum, payable in advance.

Minority Report on Anti-Futures Bill.

Representative Lamb of Virginia and Representative Whitacre of Ohio, members of the House Com'te on Agriculture, presented a minority report against the Lever bill, untainted by political buncombe. They say:

"The rules of the New York Cotton Exchange require a well-understood and clearly defined contract for its sales and purchases, enforceable in the courts by actual delivery of the cotton contracted for or by damages for breach of such contract, thus placing those contracts, sales, and purchases on the same legal footing as other contracts. The New York Cotton Exchange, operated strictly in accordance with the laws of New York and regulations of the Ass'n, does not appear to us to violate any moral law or to foster gambling in futures or gambling of any kind. We fail to find in the evidence or in regulations of the cotton exchanges or in their contracts any encouraging provisions or features toward this end.

"The contracts of the exchanges are not illegal, for the Supreme Court has upheld and enforced them. The bill is arbitrary and tyrannical in its requirements; it is a radical, unnecessary profitless and injurious proposition which, if applied in this case might with equal propriety be employed in restraint of trade of all farm products to the serious detriment of the producer."

Imports and Exports of Beans.

Beans and dried peas amounting to 1,410,472 bus. were imported during the nine months prior to Apr. 1; compared with 888,730 bus. of beans and no dried peas imported during the nine months prior to Apr. 1, 1911.

During the nine months prior to Apr. 1 we exported 284,610 bus. of beans and dried peas of domestic origin and 15,013 bus. of foreign origin; compared with 236,407 bus. of beans and dried peas of domestic origin and 9,390 bus. of foreign origin exported during the corresponding months of 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

For Italy the reported area planted to winter wheat this season is 11,737,000 acres; winter rye, 301,000 acres; winter barley, 605,000 acres; winter oats, 1,235,000 acres. For Hungary (including Croatia and Slavonia), spring wheat, 226,000 acres; spring barley, 2,442,000 acres; spring oats, 2,782,000 acres; as reported by the International Institute of Agriculture, Rome, Italy.

OKLAHOMA GRAIN DEALERS AT OKLAHOMA CITY, MAY 21-22

The annual meeting of the Oklahoma Grain Dealers Ass'n was called to order in the fan cooled banquet hall of Hotel Skirvin, Oklahoma City, May 21, at 2:25 p. m. by Pres. W. M. Randels of Enid.

City Counsellor Johnson, in the absence of Mayor Grant, welcomed the dealers to the city.

D. J. Donahoe in responding to the words of welcome expressed the regrets of the grain dealers and millers at the absence of "our old time brother and fellow worker, who has been made the chief executive of our leading city. We are especially glad to see so many of our friends from neighboring states and distant markets."

The magnificent attendance at our gatherings here proves that we thoroughly appreciate the great advantages to be derived from coming together and pulling together.

F. C. Maegly, A. G. F. Agt. Sante Fe system, read an interesting paper on Weights, from which we take the following:

WEIGHTS.

The railroads are interested in correct weights for the purpose of assessing freight charges. They use their own railroad track scales to determine the weight in each car except where there are recognized weighing arrangements with trade organizations or others. The grain trade is interested in the correct weight of the grain shipped because quantity and quality are the two factors which govern practically all transactions. Their requirements, in point of accuracy, are necessarily far more exacting than those of the carriers.

The shipper and the consignee usually weighs the grain as he loads or unloads it. He who fails to do so and take every precaution necessary to insure accuracy of the weights belonging to each car neglects his own best interest.

Be it remembered that there is but one true actual weight of any article, at the time it is weighed, even tho that article may have inherent the quality of changing its weight. The extent of inherent change or wastage depends largely upon the conditions which are known to exist at time of loading or unloading. Clear record should be made of such known conditions to avoid misunderstanding.

The careful shipper or consignee will see that his scales are correctly installed, frequently tested and properly cared for; that all of the weighing thereon is carefully performed and the weight record of first entry and transcripts thereof are amply safeguarded, in order that he may establish and maintain a reputation for correct weights.

H. A. Foss, Chicago Board of Trade Weighmaster, presented a paper at the last annual meeting of the Kansas Grain Dealers Ass'n, entitled "Scale Testing." That paper, which was extensively quoted in the grain trade journals, contains much wholesome advice for the guidance of scale owners and users.

If Grain Dealers' Ass'ns could influence

their members to follow Mr. Foss's simple, straightforward suggestions, the number of excessive weight discrepancies would be greatly reduced.

Weighing Rules: Another important step would be the establishment of grain weighing rules to be followed by shippers and consignees. The precautions taken by them in weighing and certifying the weights of their own grain should be just as great as are those which are imposed upon the most expert weighmasters in the employ of well established Board of Trade Weighing Departments. In my opinion the grain dealers would do well to adopt weighing rules, prescribing the care of scales, the method of weighing, recording, transcribing and certifying weights and the precautions which must be taken to avoid error or loss of weight between car and scale.

Grain shippers and consignees operate many kinds of scales ranging from full carload capacity elevator hopper scales with type-registering beams down to the automatic self-counting grain weighing scales. Some have installed railroad track scales while a very large proportion weigh the grain on wagon scales. Certain types of scales in use at some points are conspicuous by their absence in the important Board of Trade markets. If I were a shipper or consignee using certain of the instrumentalities referred to, I would deem it very necessary to check their performance by taking accurate measurement of the loading of each car, the inside length and width of car, the average depth of grain loaded and the average density or test weight of the grain per bushel and make it part of my permanent loading record.

Grain dealers, generally, are anxious to have the carriers come to their relief in the matter of securing more accurate weights on the shipments transported, and I am glad to say that substantial headway has been made and in my opinion a very great improvement is still in prospect.

Heretofore, neither the shipper or the consignees have given interested carriers the proper opportunity to co-operate in the effort to suppress irregular weighing, either on the part of the shipper or the consignee, or both. As a starter, every shipper who ascertains the weight of his grain as loaded should furnish the carrier's forwarding agent certificate of the weight actually loaded by him in each car. Said certificate should be signed by the person who determined the weight and from own knowledge certifies the scale, car initial and number, the date and the weight of each draft and whether the grain moved directly from scale to car or through elevator bin or sink to car.

Every shipper of grain should fasten upon the inside of each car shipped by him, a card (preferably a carbon copy of the certificate just mentioned), giving the number and initials or other distinctive mark of such car, the date of shipment and the exact weight of the grain in such car as claimed by shipper.

The Law of one of the important Western grain producing states now imposes this obligation upon any shipper who expects his weight to have standing in the light of excessive discrepancies.

Scale Inspectors: The recent action of several of the State Grain Dealers' Ass'ns. in establishing scale expert inspection departments on behalf of their members is a most encouraging sign and I am certain

that interested carriers will do everything within reason to promote the entire success of such movement for the simple reason that accuracy in the weights as determined by the shippers and the consignees themselves will go a long ways toward eliminating contention claims for which the carriers are not responsible and misunderstanding.

R. R. Track Scales: Some of your members have inquired whether the railroads would not be willing to install and maintain railroad track scales at many of the larger grain shipping points in the State of Oklahoma and weigh each car loaded and empty on the basis of an additional charge of say \$1.00 for each weighing or \$2.00 per car. There are various obstacles to the carrying out of such recommendation. Even the industries that have their own railroad track scales are able to solve these difficulties only by the installation of their own car pullers. On the other hand, I am sure that all members of the Oklahoma, Kansas and Texas Grain Dealers Ass'ns are impressed with the fact that weighing conditions have shown a great improvement compared with a year or two ago.

I believe that the tare weight marks on railroad freight equipment will show so great an improvement as to eliminate the present desire for railroad track scale installations in excess of the carrier's own immediate requirements.

Several of the carriers have been investigating conditions at various points where unusual discrepancies and resulting claims have directed attention. The conditions found prove conclusively the value of permanent expert scale inspection and testing on behalf of all grain dealers and other shippers who buy and sell by weight commodities which they ship in bulk.

In our opinion, the Secretaries of the Oklahoma, Kansas and Texas Grain Dealers Ass'ns should each be authorized to employ a thoroughly experienced scale expert or several of them whose findings should be reported to your Secretary with copy to the carrier's local freight agent. The report of such expert should set forth the condition of the scale as found and as adjusted, the repairs, alterations, renewals or overhauling recommended; the name of the person or persons performing the weighing upon the scales inspected; their method of weighing, recording and certifying the weights, and the precautions or otherwise that exist against actual loss or wastage of weight between scale, elevator and car. The Secretaries should, I think, be authorized to urge upon members prompt compliance with the scale expert's recommendations or get written report of owner's reasons for not complying.

Individual carriers or their agents, the Weighing Associations, should be free to refer irregularities in weight resulting in discrepancies to the proper Association official or committee for the necessary co-operation. Under such a program, the local freight agent at shipping point or destination would have a proper record of the scale conditions and the methods employed by shippers in determining the weights as loaded or unloaded by them, and they would therefore be in much better position to help bring about weight accuracy so much desired by all concerned.

C. R. McCotter of the Grain Dealers Fire Ins. Co. read a paper on Savings Effected by Mutual Insurance, from which we take the following:

SAVINGS EFFECTED ELEVATOR OWNERS BY Mutual Insurance.

In taking up the question of savings effected elevator owners by mutual insurance, it will be well to look into the causes



Some of the Dealers who Arose before Noon, Wednesday, at Oklahoma City.

which have resulted in a lower cost than that formerly paid before the mutual companies became a feature in the business. Probably no one here carries Mutual Insurance but that has agreed that he is saving money by so doing. Many improvements in the business by the Mutual Companies have made lower cost possible.

The inspector or solicitor takes the application for the mutual company. Where the insurance is written by a stock company agent his income depends entirely upon a commission on the premium income, while in a mutual company the inspector works on a straight salary and whether a certain risk is written or not, it makes no difference to his pocketbook.

You will readily see that with this condition, mutual companies are in position to get a much better class of business, as their inspectors will not recommend a policy on a risk that is at all questionable. His future depends upon the loss ratio of his territory, so that in case of question, he is bound to give the benefit to the company; while the stock company agent, who is depending on the commission, will naturally give the benefit to himself. This, in a measure, explains the reason that the Mutual Companies have a better class of risks; but the prime factor is the system of inspection and selection.

The properties are inspected by experienced men who are thoroughly posted on the hazards of elevators. They offer suggestions for corrections and improvements which will decrease the fire hazard, and the writing of a line of insurance or the continuing of one depends upon such corrections or improvements being complied with. Numberless cases could be cited where the Mutual Companies have retired from risks that later burned, the sole reason for the cancellation being that the assured would not comply with the Inspector's requirements. In this way, thousands of dollars have been saved to owners of well cared for property.

In times gone by the inspector was looked upon by many as a meddler and that he tried to find some fault with the risk in order to make his company think he was doing something, but today the inspector is receiving the co-operation of a larger per cent of the elevator owners than ever before in readily complying with corrections and improvements asked, the elevator owner having become convinced that the experience of the company on many elevators is much more valuable than his on an individual risk. But too much reliance can be placed on the Insurance Inspector. The one or two hours which he can devote to the risk yearly is not going to be sufficient attention to the fire hazard. The value of the inspector's visit is proven by the fact that a fire rarely occurs within two months after the inspection. His visit seems to impress the owner with the consequences of a fire and the workmen with the idea that they will be out of employment, so that more care is taken for a time. There is no inspection like Self-Inspection, and the habit gives more protection than any insurance policy.

Nine-tenths of the fires could have been prevented if the right thing had been done. Many fires are the result of ignorance of the hazard, but a large per cent are due to neglect. Every member of the Mutual Company should bear in mind that his policy represents the joint guarantee of protection by all the members. Tho they are to

share the misfortune among themselves, the care of the property is entrusted to the owner. While there is no condition to void the contract by carelessness of the owner, every one has a certain apology to make his neighbors for any unnecessary losses. It also explains why the company, as the representative of all the interests has the right to some say regarding the risk, if the insurance is to be continued. From this it will be seen that the Mutual Policy Holders, to get the greatest benefits from their company should not take the insurance with the sole idea of a low cost, but that if they will all co-operate and each one do his share in protecting his own property, the cost will take care of itself.

The system of schedule rating has been a great factor in establishing equity between policy holders. Instead of practically one rate applied to all elevators with little regard to kind of construction, the insurance rate is now made by separate small charges for every defect in construction and arrangement. By this system, every elevator owner who has at heart the safety of his property and the insurance cost, can get a credit or reduction for any improvement made. The justice of this is so self-evident that you should look with suspicion upon any rate offered that is not based upon a schedule. The cut or lump rate cannot be depended upon and is an injustice to the insurance company or the property owners and not equitable as compared with the rates of similar properties.

Losses on elevators have been heavy: The Stock Companies' method of meeting this issue is to raise the rates sufficiently to insure an income that will take care of the losses and expenses of the class and leave a fair profit. The Mutuals' method has been to study the fire hazards with a view of educating the policy holders to the dangers of their property and by so doing allow them to reap the benefits of their own efforts. I think you will agree with me that the Grain Trade as a whole owes a debt of gratitude to the Mutual Companies that have kept the losses down to the present ratio, thus enabling them to carry their insurance at the cost they are now paying.

We should not be satisfied: A large per cent of the elevator fires today are due to preventable causes, and the further reduction in your insurance cost depends upon your ability to reduce the number of these fires. The experience of the company which I represent has been that nearly half of the fires reported have been caused by locomotive sparks and lightning, and this probably does not vary much from the experience of the other companies. It would seem that when the enormous loss from these two causes was called to the attention of the elevator owners, there would be but little trouble in getting protection against these hazards. It is to be regretted that in your own state a large per cent of your elevators still have shingle roofs and wood sides, making them very susceptible to railroad sparks. At the same time the construction offers no resistance against lightning. This would not be so bad if there were no remedy, but experience has demonstrated that an elevator building covered with metal roof being connected with the metal sides and the sides being properly grounded is an excellent protection against lightning, and there is no question of the protection from railroad sparks.

This is information that we are continually giving to all the policy-holders, es-

pecially those remodeling and building new, but in spite of our efforts, at the present time there are elevators being built with shingle roofs. I cite this merely to show that the final results and the cost of your insurance depend upon your own efforts in following suggestions as to the best method of construction and to the proper care of the property.

Salvage Grain: To show that Mutual Companies are always looking for an opportunity to give more service to their policy-holders, we might mention the question of handling salvage grain. It has been found that in many instances, very little could be realized from this on account of not having a proper system of handling and marketing it. Considerable study has been given this subject with the result that in the future it will be handled much more satisfactorily than ever before. This will be to your benefit in the saving of the insurance cost by reducing the amount of loss, and in the individual case where the insurance is not sufficient to cover the loss, there will be more saved for the policyholder.

In recent years we have heard a great deal about the conservation of our natural resources, but it is only recently that such a sentiment has been aroused to the necessity of conservation of property from fire. Am pleased to say that Oklahoma has not been backward in this respect. You are to be complimented upon the Fire Marshal law that has been enacted in this state and that it is being so ably administered by your present fire marshal. There is no question but that the fire marshal office has been a great benefit in investigating fires and prosecuting incendiary cases, but the great good that will be shown in years to come is the education of the public to the serious drain on the country by the fire losses which is resulting in preventive measures being taken that will lower the loss ratio as time goes on.

When you stop to consider that the equivalent of a comfortable \$5,000 home is burned every ten minutes in this country, it is no wonder that commercial organizations of all kinds over the country are viewing with alarm this awful waste and I want to appeal to you Grain Dealers to remain loyal to your Mutual Companies, the companies that are doing more than all others in this fire prevention work on the class of property in which you are heavily interested. By so doing and following instead of fighting suggestions given for the improvement of your property, you will reap far greater benefits from your insurance companies in the future than you have in the past.

From Bert Ball's paper on "A Graded Price at the Elevator to Secure an Improved Quality of Grain" we take the following:

A Graded Price to Secure an Improved Quality of Grain.

Oklahoma is peculiarly blessed. It is at once a northern state with all the privileges of the southern states. The boll weevil has been a blessing in disguise to the grain men. Old Dr. Knapp, who died in the harness, did the greatest thing for American Agriculture that any man has yet done. Taking advantage of the wall which went up all over the south regarding the ravages of the cotton pest, he seized



Dealers at Hotel Skirvin, Oklahoma City, May 22, 1912.

the opportunity to utilize the Government fund which was appropriated, and showed them that the only way to fight was to rotate crops and to introduce corn and other things between the cotton years.

Out of that idea was born the County Agriculturist, which is destined to become the system around which we may all rally.

The selling of grain is but the blossom upon the grain dealers plant. In order to succeed at it and make money, elevator men and millers will have to go back to first principles. Every man Jack of you should provide himself with a real estate plat book which, like the base ball score card, gives the "names of the players and where they play." In other words, a big grain business cannot be built up unless a proper foundation is laid.

It is your duty to your wives as well as to your country to learn your business in all its aspects. You must know grain. You must send for everything available on the subject. The field men of the United States Department of Farm Management who are working in your territory should become your bosom friends. You should know not only how many bushels your county will produce, but you should know how many bushels each farmer grows and how many of these bushels you are going to handle through your elevator.

Now if you really want to know how to do this our Committee will put you on the right track. I will not cover the detail of it in this paper, but every man of you should make a memorandum to write to my office, and ask how it could be done, and I promise you I will, with your assistance, lay a foundation whereby you can increase your trade from 10 to 50 per cent a year.

Another very important item which will contribute to your success: There are still a few grain buyers who think they can "put it over" on Mr. Farmer, but the farmer is no fool. He has the markets at his disposal, and he knows what he ought to get for his grain. Now if you have not already done so, we would suggest that your Ass'n prepare the wording for a permanent poster to buy by grade at the elevator, basing your price upon No. 4 corn and No. 3 wheat, and offering a premium for the better grades. This is in effect the same as docking, but it pulls the stinger. The farmer does not like to be docked, however guilty he may be, but he will always appreciate receiving a premium, and the fact that he got a premium will be the best and cheapest advertisement for you.

"High Brow" science is all very well, but scientific investigation is twenty-five years in advance of its practical introduction. If every man in your county could do as well as those above the average our problems would be simplified, so it is your duty as grain men to find out why any man is below the average year after year. It is reasonable to suppose that if one man can succeed that the others should succeed under the same circumstances. It is your duty to start an investigation along this line. If the drought has killed your grain you must get behind a general movement for early plowing and constant tilling until seeding time. You must conserve what moisture you have. It will not do in your climate to trust to luck.

If it is a matter of seed you must confer with the best talent and learn what varieties are best adapted to your soil and climate. You must call a meeting of all the farmers around your elevator.

If it is a matter of soil, you must induce a group of good farmers or the superintendent of your County Farm to make fertilizer tests. We have heard repeatedly that wheat grown on strong soil has withstood all of the troubles, while wheat in the same neighborhood was an absolute failure.

In other words, you must study your own conditions. You must call a meeting of all your brainy farmers; you must decide what the matter is, and then do the best you can to supply the remedy.

Nothing can withstand the force of public opinion, and there is no way to mold country opinion except through the newspapers. Therefore, this Committee is introducing a Press Service covering all of these subjects which we can furnish in plate for \$2.00 a newspaper page of six columns. The extent of this service will depend entirely upon the co-operation we get from the trade. It will cost \$2.00 from somebody to print a page of this matter in your home paper. It will explain all of these things in detail, and gradually get every one of the same mind so that these very necessary things may be put into practice. The success of these plans depend entirely upon yourselves. You cannot expect a Committee with headquarters in Chicago to come down and ride you fellows around on a feather bed.

If you want anything done around your

own station we will be immensely pleased to co-operate with you, and supply you with thunder. The Government and Providence have been very kind to you, but you cannot expect to be "wafted to the skies on flowery beds of ease," as Dr. Watts puts it in the Methodist hymn book.

We ask your co-operation. We know it is a great stunt for conventions to pass resolutions; what we must have is an active co-operation in every county in Oklahoma which is willing to become a storm center.

We are not only willing to offer you a lot of free advice, but we are also willing to dig up a little money for any county which will "start something" on its own account.

W. A. McGowan, com'l agent Nickle Plate Railroad, gave an intensely interesting account of a Trip to Panama, which was greatly enjoyed by all.

G. J. Gibbs, sec'y of the Texas Grain Dealers Ass'n, expressed pleasure at the harmonious working relations between the Oklahoma and the Texas ass'ns. "It has resulted in better understanding and greater confidence among our members and reduced friction. Why we have had but 14 arbitrations during the year and your ass'n has had but 9. We are selling troubles more easily.

I hope to see you all at our Ft. Worth convention."

R. H. Drennan announced that all were invited to go to Yukon as the guests of the Yukon Mill & Grain Co. at 6 o'clock.

Adjourned to 10:00 a. m. Wednesday.

THE EVENING AT YUKON.

Promptly at 6 o'clock Tuesday evening, three large interurban cars loaded to the guard rails started for Yukon, and the trip was a pleasant one, notwithstanding the short delay at Passing Switch.

Arriving at destination about 7 o'clock, the guests were intercepted by young ladies, who pinned badges of welcome to the lapel of each coat, and immediately ushered them into the flour warehouse of the Yukon Mill & Grain Co., which had been transformed into a commodious banquet hall, with accommodations for about 400.

The tables were laden with fried spring chicken, salads, cold meats, relishes of different kinds. Out of deference to the state's prohibition law, lemonade and coffee only were served, but in bountiful supply. The belated guests gave their first attention to the food, but were soon diverted from the ice cream, strawberries and cake to the pretty girls of the village, who had been pressed into service as waitresses, and they received as many enthusiastic hurrahs and praises from the guests as did the host.

After the cigars were lighted, D. J. Donahue of Ponca City was pressed into service as toastmaster, and stories were related by Messrs. Messmore, Murphy, Goodman and Craft. After a few remarks by John F. Kroutil of the Yukon Mill & Grain Co., cheers and huzzas expressed the enjoyment of the visitors. Many stopped to pay their compliments to the host and his better half, and some inspected the fine mill.

The return home was especially tedious to the bone jointed standers who could not obtain even a strap to hang onto. After a couple of hours wait, the cars started for Oklahoma City, and by the time they arrived, the crowd had sung every song ever written, but all were happy.

WEDNESDAY MORNING SESSION.

Pres. Randels called the Wednesday morning session to order at 10:50 and introduced Benj. Hennessey, Sec'y State Board of Agri., who presented a Report on Crop Conditions, from which we take the following:

OKLAHOMA CROP CONDITIONS.

A few days ago it was my good fortune to visit nearly all of the strong wheat counties of the state and ascertain for my own satisfaction whether or not the reports received at my office regarding farm conditions were correct. I am glad to say that I returned with the feeling that our vast crops of correspondents over the state knew what they were about and in the future I will be glad to give the figures sent in by them as authentic. The judgment that their figures indicate coincides with my own in a large measure and I will make few changes in them from my personal observation. I visited on my recent tour the following counties: Logan, Garfield, Alfalfa, Woods, Woodward, Ellis, Blaine, Canadian, Caddo, Comanche, Dewey, Custer, Washita, Kiowa, Jefferson, Stephens, Grady, Canadian and Oklahoma, and from my judgment will give you the relative percentages as compared to a full crop of wheat and oats in comparison to the conditions two years ago. The condition of wheat is 86.68 against 91.42 in 1910. The condition of oats is 88.62 against 90.45 in 1910.

I wish to say in passing that the voluptuous growth of the wheat and oats on ground that has lain idle for the last year or two has proven conclusively to my mind a condition which emphasizes the theory that the Oklahoma State Board of Agriculture through its experiment farms and various bulletins has been advocating for several years.

The splendid color and healthy growth of these staple products shows this year that the occasional resting of the land will eventually bring satisfactory results. The plant life in the soil that heavy croppage would have used has been conserved and will in my judgment bring wonderful results this season.

The farmer could have added to the sum of its productiveness had he carefully followed the soil on which the crop was destroyed last year, thus creating a dust mulch and keeping the moisture, as well as the plant life in the ground.

Many farmers have done this and will continue to do so until it will be conclusively proven that Oklahoma has sufficient rain in any but exceptionally unusual seasons to successfully raise wheat and oats.

You will remember that last year the wheat raised on our Experiment Farm in Garfield County won the \$300.00 silver cup for the best bushel of wheat raised in the world which weighed 64.7 pounds at the International Dry Farming Congress at Colorado Springs, Colo., notwithstanding the fact that Egypt, Australia, Argentina, Brazil, Canada and nearly all of the wheat raising states of the Union were contesting for the prize.

This year the Board of Agriculture is preparing an exhibit to take to this Congress at Lethbridge, Canada, in October and we wish to enlist the help of you gentlemen here today by asking you to send us any samples of grain from your vicinity which has more than ordinary merit. Your county and town will receive the proper recognition should any of this material win any of the prizes.

In the absence of W. O. Bunger, freight claim agt. Rock Island System, his paper was read by A. A. Dewing of the same road. From it we take the following:

GRAIN CLAIMS.

The nature of the business of the handling and transporting of grain, must of necessity and unquestionably does give more opportunities for both actual and presumed losses, than is encountered in the handling of any other class of freight. There is no other article of general commerce, of anything like equal value, handled exclusively on a weight basis, nor is there one on which transportation in railroad cars is attempted without the shippers being required to assume greater loss prevention expenses.

In any attempted analysis of the grain claim situation, about the first query that presents itself is, why there should have been such a heavy increase in the number of such claims in the past few years. No doubt the increase in quantity of grain shipped has something to do with this result, but as the quantity of grain shipped has not increased proportionately with the increase in the claims, there must be other reasons. Not unlikely the increased value of grain, making a loss formerly allowed to go unnoticed, but which now results in a claim, may also contribute to the increase in claims.

Possibly, too, sharper competition, causing a reduction in the margin of profit, and making formerly unnoticed losses, matters

of greater importance, enters into the claim results, but it seems improbable that these causes complete the list. I have often wondered if some of the above named causes did not also contribute their quota to the general result, in an indirect way, through their influence in connection with the matter of preparation of cars for loading, aided also to a considerable extent, by the knowledge of shipper's ability to collect value of lost grain from the railroads.

Higher Rates or Closer Co-operation: Whatever the actual causes may be it is an indisputable fact that the railroads of Oklahoma, as well as those of other grain producing states, are paying back to the shippers in loss claims a far greater proportion of the earnings on grain than was contemplated when the rates of carriage were established, and while the making of rates, or the prescribing of shipping conditions is beyond my province, and I have not consulted any authorities on such subjects, it seems to me not improbable that relief may be necessary in the way of increased rates, or, by requiring that grain be sacked, if relief cannot be secured by closer co-operation between the railroads and the shippers under present conditions, which seems to me to be the correct solution of the difficulty.

Claims Reduced by Railroad Cooperating: The proportion of claims for loss was noticeably reduced last year, on the railroad I represent, by our plan of doing our own cooping of cars, which proves conclusively that lack of proper attention in this direction, is a material factor in the matter of losses and consequent claims. However, it is impracticable to maintain cooping forces at all stations, and there is a possibility of defects developing in the haul of the empty car from the cooping station to loading station, or, for that matter, in handling of car from cooping track to loading track, and cars should be given critical inspection prior to loading, and further necessary repairs made or car rejected.

Be fair enough to the railroads, to refuse to become a party to a certain loss to them, by loading such a valuable product, and yet one so susceptible to loss by leakage, in a car not thoroly tight, and the railroads will be fair enough to you, to pay you for such of your grain as is lost from cars by reason of accidents, or car defects developed after loading, and with the elimination of the claims due to the loading of unfit cars, and the consequent reduction in number of claims to be handled, these payments will be made more promptly and with less annoyance to you.

The actual transfer of the grain from the elevator to the car, and securing actual weight of the grain. The requirements in connection with these features are more familiar to you than to me, and it would be presumptuous on my part to attempt to tell you of the possibilities for loss by reason of leaky spouts, failure to completely empty bins after weighing, neglect in the matter of weighing, etc. We have had any number of cases where, by reason of claim being presented for heavy loss from a car showing very slight defects, or no defects at all, at destination, the detailed investigation made at loading elevator, showed an overage in some other car loaded about the same time, equalling the shortage. Possibly these errors cannot always be prevented, but the railroads would be saved considerable expense if check of loading and outturn weights of other cars should be made, before presenting claim to the railroad, and there would be less oc-

casion for doubting the validity of your claims.

In fairness to yourselves, as well as to the railroads, and your own patrons, you should have absolutely reliable means of determining quantity of grain purchased, and quantity loaded into each individual car, and you cannot do this without reliable scales, properly supervised, and competent and intelligent men to do the weighing. While we are sometimes forced to question the reliability of scales, I believe on the whole we have as much, if not more, occasion to complain of the human element involved in the weighing. There should be, of course, equally reliable facilities, both mechanical and human, in use by the receivers of grain, and when the railroads are convinced that such facilities have been used in determining quantity of grain they are asked to pay for, there will be no trouble.

To insure the prompt payment of your claims reduce the reasons the railroads may have for believing any of your claims unfair, or, unjust and the safest and surest way to accomplish this, is not to present any claim in which you yourself have any doubt of its validity. Do not take advantage of a destination leak record, which records are made in thousands of cases, where leakage has not amounted to a pint of grain, on which to make claim for a slight difference between loading and unloading weights, which would have been overlooked but for the leak notations. In other words, do not expect the railroads to insure you against differences between your scales, and those of your customers, as that is asking them to perform an impossible task.

When convinced that you have a proper claim against the railroad, get your evidence, consisting of both loading and unloading weight certificates, supported by affidavits of persons who actually did the weighing, unless the certificates themselves are made by sworn weighmasters of recognized Boards of Trade or State Weighing Organizations; destination freight bills and evidence of convincing nature in support of price, and submit claim to such representative of the railroad, as may have been designated to you as the one to whom to present claims, or, to Freight Claim Agent direct, and, if you have followed the suggestions made in this paper, you will probably be surprised at the promptness with which claim will be paid.

Jesse Vandenburg, of Oklahoma, spoke of the Relation of the Country Grain Dealer to One Another. From his paper we take the following:

RELATIONS OF THE COUNTRY DEALERS TO EACH OTHER.

In all nature, in all life, in everything of all creation, we see the manifestation of relationship; the effect of relationship; the existence of relative conditions. Nothing in all the universe has been so singly blessed or so individually honored as to claim a special dispensation for conditions.

If there exists in the plans of the great universe such relationship to such mutual helpfulness to such a goodly end, is it not probable that there is a relationship existing between those engaged in the same line of work, worthy of thoughtful consideration, to the end that some helpful suggestion may be presented.

Relationship of the Country Dealer: Here

we have two individuals with interests identical. With these identical interests is born relationship, generally speaking, what is to the interest of my competitor is to my interest.

To illustrate—In a little home in Blackwell is a wife and mother, the greatest woman in the world to me. In that home is a little girl with blue eyes and curly hair whom I trust will make a Francis Willard or a Florence Nigunigae. In that home is a bright-eyed boy of four, whom I trust will make a Theodore Roosevelt or a William Jennings Bryan. The conditions that affect me, affect them and the conditions that affect them will affect me. Why? Because our interests are identical. Should poverty overtake us, we would sacrifice together, should sorrow encompass us, we will weep together; should success and happiness be our lot, we will rejoice together. I would get no pleasure or gain from any self-bestowed gift when it comes through the sacrifice of those who helplessly depend upon me.

So shall it be in business. No man has ever caught the vision of permanent success who has attempted to succeed at the expense of his competitor. It is true that through the sacrifice of the hills and mountains, the valleys are enriched, but woe to the man in the business world who seeks to build fortune at the sacrifice of his neighbor competitor.

Some look in the face of the business world purely as a cold blooded proposition. They say "We can't be sentimental." "We must look out for Number One," etc. To the man who enters my home in the dark hours of the night; to the man who through the desire for gain disregards the law of our land; to the man who betrays the confidence of the people; to him business is a cold-blooded proposition. Country dealers—we are related. Live in that atmosphere of hope and confidence. If you live in that prosperous, positive realm, where confidence is complete, you not only catch the vision of success—you have success. If I abide there—I have it. This is a natural law. Confidence, co-operation has builded for us the greatest nation under the shining stars, but confidence lost, confidence betrayed, honesty surrendered, would cause our nation to crumble ere the setting of this day's sun.

Country dealers, stop that strife within your own camp and as co-partners bend your efforts in promoting and maintaining something that will be of permanent value to your business. Divert your wasted energy to mutual helpfulness.

There are some men, self-named business men in the fraternity of country dealers who are so conceited as to claim that they make money all the time when the other fellow is losing. Those who have been in the battle, those who have been at the firing line, who have smelt the powder, know that such a thing is impossible. I find prominent in the business world, three classes: 1st, the wise man who seeks friendly relations with his competitor; 2d, the ignorant man who hasn't enough sense to go in out of the rain; 3d, and the fool, the big it, and I often wonder if it is not true that nine-tenths of the grain trade belong to the latter class.

The morning of another season is about to dawn upon us. Before you make the first entry on the new year's business get, not only the confidence of your competitor, but the confidence of your customer as well. Get it and keep it and don't try to magnify your honesty and integrity by advertising your competitor as a thief. With united



Ex-Pres. W. M. Randels, Pres. R. H. Drennan, Sec'y C. F. Prouty, Director D. C. Kolp.

effort, build for your station a reputation for square dealing. You will be mutually benefitted. In harmony with the law of success, always recognize and respect the rights of the other fellow. Otherwise you will be taking something that doesn't belong to you. Ordinarily we would call this stealing. It's time to line up, it's time to stand shoulder to shoulder to protect our interests because we have problems to solve that can only be solved with a united effort.

Relation to our customers: The same laws and the same consideration is due them. To the tiller of the soil. You are his agent. You are to secure for him the best markets obtainable, protect him against unjust laws. Be mindful of unjust discriminations, assist him in securing better results on the farm by assisting him in securing better seed, etc. For this, you are entitled to a fair compensation. It is true that too often this is unappreciated but we are not working for laurels and appreciation. We want results. The greatest Being that ever walked the earth was not appreciated altho He died for the world. Regardless of appreciation, remember that we are working together to develop socially, morally and commercially, the greatest nation that ever existed. The marketing of the products of mother earth is a worthy pursuit. A man's job.

Relation of the country dealer to the receiver. To begin with, I would say a word to the receiver in behalf of the country shipper. Do you know that, through improper weighing, possibly on account of poor weighing facilities or on account of unjust inspection the country shipper has been deprived of his just profits? As receivers we snake our heads and say that the mistake is at the other end. Not always so. I have run down some of the propositions myself and I find that these mistakes are not always with the shipper. As receivers, let us, to a greater extent, embody into our methods of doing business, and especially that part which has to do with weights and grades, the principles of the Golden Rule.

A word to the country dealer in behalf of the receiver. A certain receiver was in the market for a car of grain at a time when market conditions looked serious. Calling a responsible concern he was quoted a price and the car was booked a little above the market. This same party was offered the car he needed at less money by one of the so-called irresponsible dealers, but on account of the market condition, he could not afford to take chances. Others refuse to pay their just overdrafts. It brings us up to this, the trade must drop you. The trade can't jeopardize its business with such accounts. Who is the loser? The receiver might lose an account or two but the real loser is the dealer who allows such methods to undermine, swamp and ruin his standing in the business world.

R. H. Drennan, chairman of the entertainment com'mite, announced the program for the evening's entertainment at the fair grounds.

John H. Messmore of St. Louis was called for and in part said: "All trades have organizations which are working to improve trade conditions, to make our business lives smoother, pleasanter and safer.

"Our Congress seems determined to continue to threaten those who deal in grain for future delivery with interference, and naturally it hurts your business and mine. The trouble is many members of Congress do not recognize the difference between speculation and gam-

bling and they stubbornly refuse to be enlightened. Two anti-option bills are now pending before Congress which merit your opposition and I trust you will write your congressmen to vote against such legislation."

E. J. Smiley, sec'y of the Kansas Ass'n told of the wretched condition of weighing facilities found at country elevators by the ass'n's scale inspector during the early days of his employment. He outlined the work done in compiling a complete list of the scales at each station and tendering the services of the scale expert to all scale owners without discrimination. It has resulted in a great increase in the clerical work of the secretary's office, but I presume your secretary is willing to do it.

"Another thing I wish to call to your attention is the exorbitant grain inspection fees established by our last legislature at the behest of our chief inspector, who is a politician. We have been fighting the extortion in the courts with some prospects of success. The commissioner of the courts has reported the fees unreasonable and he has expressed doubt of the state having power to force its services upon shippers who do not want it, when grain does not go into the public elevators. We expect a decision from our supreme court to this effect next month.

"If you wish to escape the blighting effect of the champion guessers of the Kansas Grain Inspection Dept. mark your Bs/L 'Grain inspection not wanted, sell by sample.' The service is so poor the grades are frequently changed.

"The fees are being collected and held by the clerk of the supreme court pending the result of the suit, so over \$25,000 may be returned to the shippers. Our Kansas inspectors have no right to grade interstate shipments of grain if billing is marked 'Inspection is not wanted.'"

J. S. Hutchins, Ponca City.: In order to expedite the work of the afternoon session I move the appointment of committees of three on nominations and trade rules.

Pres. Randels appointed on nominations J. S. Hutchins, Ponca City; Frank Fultz, Blackwell, and M. C. McCafferty, Enid.

On trade rules Jesse Vandenburg, Blackwell; U. F. Clemons, Marshall, and J. H. Shaw, Enid.

Adjourned for dinner.

WEDNESDAY AFTERNOON Session.

President Randels called the Wednesday afternoon session to order at 3:10 and asked for the reading of the Secretary's report.

Sec'y C. F. Prouty read the following report:

SECRETARY'S ANNUAL REPORT.

As a ship which has weathered the gale sees the lights of the harbor not far ahead, so do we feel as our Association sails slowly forward toward a prosperous year and a bountiful harvest.

As we now enter the smoother waters after the troubled journey of the past seasons, we can only be most thankful that our bark was well built and escaped the rocks and shoals which threatened it. True we have lost some overboard, but if they care to grasp the life line thrown to them they may stand again upon the deck of our good vessel. If the pilot at the wheel has been able to avoid the rapids and steer safely into port, all he asks is your kind "well done."

How far is the Ass'n responsible for its members is a question often asked not only by those making application for membership, but by the outside trade as well. Herculean indeed would be our task were we to vouch for and stand responsible for each member of our Ass'n. All we can do is to be fairly sure that a dealer is in good standing when taken into the Ass'n and to expel him from our ranks when it is shown that his business methods do not entitle him to remain one of us. As each application for membership must be signed by two competitive dealers, not many whose ways of doing business are questionable, join our Ass'n. It is true that each flock may contain its black sheep, and we try to be most consistent in dropping all such from our list. Because your competitors' methods are not yours, does not necessarily mean that his are not as good, but when it is found that he is dishonest in his dealing with those he does business with, we do not or will not keep him in the Ass'n.

A bill was introduced before our last Legislature, the import of which was to prevent Mutual Insurance Companies from doing business in the State. The passage of this bill was defeated through active work on the part of those most interested.

Last year we recommended the appointment of a Legislative Committee to have charge of this matter, and suggested that some amicable understanding might be reached by conference between such a committee and the State Insurance Commissioner. Nothing was done and the matter apparently was dropped. Another session of the Legislature is upon us when this question will undoubtedly arise, and now, if ever, we must take thotful action on this matter. A very large percent of our grain dealers and millers are insured in mutual companies and this question is one of vital interest. It is most unwise to delay when now is the time to strike.

A difference in opinion has been evinced over the grade of oats now in force, many believing that the weight on No. 3 red oats should be less than that prescribed by our rules. They claim the weight on No. 3 red oats should be 24 lbs. to the measured bushel, instead of 28 lbs. Should this be the opinion of the members present, now is the time and place for recommendations to be made regarding such changes in our State Inspection Rules.

While on the subject of inspection we would urge that all grain destined to points within the State be sold on Official Inspection, and its grade thus established by disinterested parties, so that in case of dissatisfaction, either or both of those interested may have recourse to the protection accorded by the Inspection Department, which is doing everything in its power to maintain a standard of grades which will hold good not only in this State but others as well.

Increased Rentals: An agitation has been started against the increased price which the railroads are charging for leases of elevator sites. During the early days of Oklahoma when we first began to erect



Some of the Ladies Joined the Grain Dealers on the Trip to Yukon.

elevators and market our grain, a nominal charge of one dollar was made for these leases. Within a few years this has been increased five percent of the actual valuation of the property, with a minimum charge of five dollars. This is increased according as the value of the property may increase, making the average cost or charge for such leases from \$5.00 to \$10.00; in other words it is placing them upon a revenue earning basis.

We would be glad to have you take this under consideration and ascertain what is the pleasure of the Ass'n concerning some action along these lines.

"Or Better" Grain: The Grain Dealers National Ass'n in annual session at Omaha last fall, passed a resolution recommending the elimination of the term "or better" from all bids for grain, and urging markets and buyers to make flat bids for each grade of grain subject to discounts or premiums according to the market, when the shipments which apply on such bids shall arrive at destination. It is claimed further that inferior grades are shipped to apply on contracts where the term "or better" is used, and each Ass'n is asked to discourage this practice most earnestly among its members, and to co-operate in establishing more efficient methods in the marketing of grain, from the time it leaves the hands of the farmer until it reaches its final destination. This is another question upon which it might be well to take some concerted action.

Storing Grain: We would remind you of the law governing the storing of grain and the capacity necessary before an elevator may become a public warehouse. Our laws state plainly that an elevator must have a capacity of not less than 25,000 bushels before it is eligible to become a public warehouse. This complied with a license must be procured from the District Court and a bond fixed with the same court. Violation of any feature of this law is a misdemeanor and is punishable by a fine of from one hundred to five hundred dollars. Our interpretation of this law is that it is a violation for the country shipper to store grain for the farmer either for a consideration or accommodation without conforming with this law by taking out a public license.

Weights: Following instructions given at the last annual meeting we have taken this matter up with the railroads, asking the establishing of scales at the important grain centers. The expense of installing and maintaining such scales seemed too great to meet with their favorable consideration, and we then suggested the establishing of perhaps two or three such scales as an experiment. We believe, and so stated to them, that a careful record of a year without such a scale and one with one in operation, would show a marked decrease in claims filed against the railroads for shortage in favor of the latter year.

Arbitration, the backbone and sinew of every organization of a like nature, has been resorted to in a less degree during the last two years than in previous years. This is brot about largely by a better understanding of the rules and customs which govern the buying and selling of grain, and by the success of your Secretary in being able to a greater extent than ever before to settle many cases without the expense of Arbitration.

And yet we may learn. Experience is our best teacher. Many, in fact a large number of the cases which come before our office, are the result of misunderstanding or carelessness in handling contracts. If we would thoroly understand by a careful reading of the entire matter, and I would emphasize entire, the conditions of the contract to which we are putting our signature, we would avoid a large per cent

of future difficulties. These conclusions are the result of our own observation of the claims filed with our office, many of which we have been able to settle amicably without resorting to arbitration.

Seed Wheat: We believe, that the agitation commenced by this organization for better seed wheat is largely responsible for the increased acreage planted last fall, and the disposition our interests showed in providing such seed for the farmers has done much towards making possible the bright outlook which now gladdens our eyes.

Local meetings were held during the past year in a number of sections and should our present crop prospects materialize it will be necessary to hold a good many more during the coming season. All held were well attended and in every instance resulted in much good.

Our parting wish is that the loyalty of the members who have stood by the organization will be rewarded with garners full and running over. We have lost during the present year thirty-two members. Of these twenty-four have voluntarily withdrawn on account of failure of crops in their immediate localities. Six have retired from business and two elevators have been destroyed by fire. We have also taken in nineteen new members, so that our total loss for this past year has only been thirteen, and a good part of these will return should a plentiful harvest bless our state. Some are even now making application for membership.

Whether we are already in or just coming let us bring some one with us. How easily we could swell our lists were each to make an effort along these lines. If your friend is not a member, speak to him and do not rest until he too is supporting and receiving the benefits of our organization.

Treasurer Prouty read the following report:

TREASURER'S REPORT.

From May 1st, 1911, to May 1st, 1912.	
Total receipts from all sources.....	\$3,173.72
Expenditures:—	
Traveling expenses	\$ 291.42
Phones and telegrams.....	79.75
Printing and stationery..	14.23
Office rent	163.00
Office supplies	23.94
Postage and express.....	111.35
Printing directories	53.04
Expense last Annual Meeting	162.92
Clerk hire	160.00
Secretary and Treasurer's salary	1,800.00
	\$2,859.65
Balance on hand.....	314.07
	\$3,173.72

J. S. Hutchins said the report showed that the Secretary was running the Ass'n cheaply—maybe too cheaply.

Sec'y Prouty: I have got along without a clerk most of the year.

U. F. Clemons, Chairman of the Arbitration Com'ite, reported that the Com'ite had nine cases presented to it, but one of which was appealed. The cash receipts were \$90; disbursements \$78; balance on hand \$12.

"Your Com'ite finds itself handicapped now and then by a lack of a rule to fit the controversy in hand and I wud recommend that you instruct your Com'ite to draft rules needed to meet new conditions and present them for your consideration at the annual meeting. In

other words, make your Arbitration Board a standing com'ite on new rules."

J. S. Hutchins, Chairman of the Nominating Com'ite, presented the following ticket and asked that if any one objected to any of the nominees they shud present other nominations:

For President, R. H. Drennan, Oklahoma City; Vice-Pres., Jesse Vandenburg, Blackwell; Secy.-Treas., C. F. Prouty, Oklahoma City; Directors, C. F. Babcock, Stillwater; J. E. Farrington, Chickasha; D. C. Kolp, Oklahoma City; Geo. Harbaugh, Alva; L. W. Lyons, Enid. Arbitration Com'ite, U. F. Clemons, Marshall; D. J. Donahoe, Ponca City, and R. H. Conyers, Oklahoma City. Member of Tri-State Appeal Board, J. H. Shaw, Enid.

G. F. Milbourne: I move that the Secretary be instructed to cast the ballot of those present for the nominees.

His motion was carried, the ballot cast by the Secretary, and Mr. Drennan called to the chair.

Pres. Drennan thanked the members for the honor conferred and promised to do his best to promote the interests of the organization.

Secy. Prouty presented the following resolution of sympathy, which was adopted:

DEATH OF MRS. HUMPHREY.

Learning with regret that sorrow has invaded the home of one of the members of the Oklahoma Grain Dealers Ass'n by the death of Mrs. E. D. Humphrey, wife of E. D. Humphrey, head of the El Reno Mill & El. Co. and Chickasha Milling Co., a staunch supporter and former president of our association.

Therefore, be it resolved, that the grain dealers and millers of Oklahoma in annual session assembled, tender their sincerest sympathy to Mr. E. D. Humphrey and his sons, Messrs. Karl Humphrey and Myron Humphrey, in this their hour of bereavement, and the secretary is instructed to spread this resolution on the records of the association and convey a copy of the same to the bereaved gentlemen.

G. F. Milbourne spoke in favor of working against the proposed anti-option legislation and presented the following resolution which was adopted unanimously:

OPPOSED TO ANTI-OPTION LEGISLATION.

Resolved, that this convention go on record as being unalterably opposed to any legislation that would affect the present method of conducting the grain business and that the President and Secretary of this association write the members of Congress and United States Senators from Oklahoma asking them to vote and work against the so-called Anti-option bills as relating to grain.

Also request each member to write the Congressman from his district to vote against said bills.

J. S. Hutchins: Our representatives in Washington can not be expected to know how the proposed legislation will affect the grain grower and handler and it is our duty to inform them. My Congressman was very glad to get light on



John Kroutil was the Only Man who Wore a Mustache after Sunset at Yukon.

this subject and I feel certain every representative will be. Do not go home now and forget all about this matter but write to your Congressman and talk to him.

Secy. Prouty presented an invitation from the Kansas Ass'n to join it in a meeting at Wichita, June 5, and to be the guests of the Wichita Board of Trade on the 6th. The invitation was accepted by a running vote and every member ordered to be present.

Jesse Vandenburg, of the Com'ite on Trade Rules, presented the following:

We, the Committee on Trade Rules, recommend that No. 3 Red Oats can carry 2% of foreign matter, but no other kind of grain.

We recommend that 50,000 lbs. shall constitute a car of Kaffir corn.

H. B. Dorsey of Ft. Worth said: The Texas car load minimum of a car of Kaffir is 30,000 and it is difficult to sell a large car to small interior dealers. The interstate minimum is 40,000 bus. I think it would be well to have the same minimum as the railroads.

J. D. Chalfont, Clinton: I think the Com'ite's recommendation is all right. As I understand it, the rule wud apply only where the contracting parties had failed to specify the amount.

J. S. Hutchins: The Kansas City trade uses 50,000 lbs. as the weight of a car of Kaffir corn. We will trade with them and it will help us to avoid much trouble if we will adopt their weight for unspecified cars. I doubt that our action will have any influence on the railroads.

U. F. Clemons: Memphis has no weight specified for No. 3 Red Oats. It shud not be permitted to carry other grain. I cleaned a car of seed oats which I cud not sell, at a loss of \$74. It contained but 4% of foreign matter. You accept 5% of foreign matter and you will get half corn.

G. J. Gibbs, Fort Worth: The time is near at hand when you must ship what you sell, or Uncle Sam will get after you. At the recent Conference in Washington it developed that the Dept. of Agri. will soon establish standards for interstate shipments of grain which must be heeded.

W. M. Randels: I move that the report be amended so as to fix the weight of a car of Kaffir Corn at 40,000 lbs. Carried.

Kent Barbour, Ft. Worth: I move the amendment of the report by the elimination of any reference to Oats. Carried.

The report of the Committee as amended was adopted.

J. S. Hutchins: I move that the Arbitration Com'ite be made a permanent Com'ite on Trade and Grain Inspection Rules. Carried.

E. J. Smiley: Last fall Texas buyers bid Kansas shippers for "3 or better dry corn." Many of our shippers sold corn on those bids and after it was shipped to interior points found that Ft. Worth had no rules providing for such corn.

G. J. Gibbs: That shipment of which Mr. Smiley complains was sold by an interior shipper to a man who wanted dry corn. He got corn from St. Joseph instead of a country point. It was not dry.

Kent Barbour: We wanted dry corn and your reputable dealers wud not accept our bids because, as they said, they cud not deliver dry corn.

H. B. Dorsey: I avoided trouble by specifying that the corn delivered to me must be *bone dry*. I always confine my dealings to Ass'n members in this state.

E. J. Smiley: I maintain that the Texas bids are ambiguous. We can find no inspection rules which provide for such a grade. If you want 14% moisture corn, then so specify in your bids. It looks to me as tho Texas buyers were trying to get kiln dried corn at the price of No. 3.

H. L. Strong, Conway Springs, Kan.: I think buyers shud specify exactly what they want in terms which sellers will clearly understand, then many disputes and differences will be avoided.

Wm. Murphy, Kansas City: I think no legislation is needed in this matter. All trouble will be avoided if buyers will specify that they want No. 3 corn containing not over 14% moisture.

J. S. Hutchins of the Com'ite on Weights said: Last year you appointed a Com'ite to take up with the railroads the matter of installing track scales at central or large shipping stations to weigh grain in transit. Several weeks ago I spent some time with Mr. Maegly in Chicago, and he convinced me that it was impractical. The scales are expensive and the cost of maintenance is large.

However, the railroads are striving to keep their cars in better condition and to have the stencil tare weights corrected frequently. We are unable to accomplish any more at present.

The Com'ite's report was accepted and the Com'ite discharged.

H. Staffacher moved a vote of thanks to Ex-Pres. Randals for his splendid efforts in the interest of the Ass'n during the last two years.

The motion was carried without the amendment proposed by the Texas delegates that it carry with it the handsome balance in the treasury.

Mr. Milbourne moved a vote of thanks to the hotel for the use of its meeting hall and committee rooms. Carried unanimously.

A vote of thanks was tendered the Oklahoma dealers for their generous entertainment.

Upon motion it was decided to hold the next annual meeting in Oklahoma City. Adjourned sine die.

THE BANQUET.

Everyone in attendance at the convention was invited to the banquet at Fair Park Wednesday evening, May 22d, as the guest of the Oklahoma City Grain Dealers and Millers. After all had partaken of the sumptuous Dutch Lunch and liquid refreshments to his most complete satisfaction, withering contempt was safely expressed for the thief who earlier in the day made away with the first supply of wet goods.

After the luncheon, moving pictures were thrown on the screen, depicting many popular members of the organization in ludicrous and compromising positions. After the crowd had laughed itself sore, it was treated to popular airs by a male quartet.

The last event of the evening proved the most popular, and the crowd insisted that the lady dancer keep at work until her strength was completely exhausted, and when the program was ended all regretfully wended their way to the trains or the Skirvin.

CONVENTION CULLINGS.

The Hotel Skirvin earned a return engagement.

Bag men present were F. J. Grunenthal and Adolph Mayer.

One Missouri shipper ventured in—F. I. Schooler of Jasper.

Everyone was eager to exchange cards with Mr. Freely and Mr. Likell.

Identification badges were supplied by the Grain Dealers National Fire Ins. Co.



Fotograf by That Man Stone.

Some of the Dealers Attending the Annual Meeting of the Oklahoma.

Each day E. R. & D. C. Kolp entertained a number of dealers at luncheon.

W. A. McGowan insisted upon having raw carp for breakfast every morning—a la Sloan.

Two men from Chicago: E. F. Rosenbaum, of J. Rosenbaum Grain Co., and P. S. Goodman.

The largest gathering of grain dealers ever held in Oklahoma and each session was well attended.

A working model of an automatic scale made at Enid, and a scale testing device were exhibited.

Wichita delegates tied diamond placards to each coat lapel, bearing the legend: "Meet me at Wichita, June 5-6."

If the crop prospects reflected by the dealers in attendance are fully realized, the shippers of the state will be worked to death this fall.

Insurance men in attendance were C. R. McCotter and W. M. Sloan, representing the Grain Dealers National Fire Ins. Co., and W. H. Ingalls.

One man from Arkansas—F. G. Olson, Little Rock; one from Tennessee—C. F. Kolp, of Memphis, and one from Nebraska—Geo. H. Hayes, Hebron.

Among those from Kansas were: Chas. McFarland, Winfield; C. L. Parker, Sabetha; H. L. Strong, Conway Springs; H. Work, Ellsworth, and Sec'y E. J. Smiley of Kansas G. D. Ass'n.

Machinery men present were: W. P. Buchan, repty. Richardson Scale Co.; C. E. Kimbrough, repty. Muncie Gas Eng. & Supply Co.; Frank J. Murphy, repty. Invincible Grain Cleaner Co.

Among other new members admitted during the convention were Daley Elvtr. Co., of Cherokee; S. C. Masters, Eagle City; Overstreet & Docktor, Laverne and Goode Grain & Coal Co., Elk City.

Fort Worth sent Kent Barbour, H. B. Dorsey, Sec'y G. J. Gibbs of Texas G. D. Ass'n, E. R. Kolp, W. W. Manning, T. G. Moore, E. G. Rall, Bert K. Smith, J. G. Smith, Fitz Straughn, Werner Wilkins.

Out-of-town railroad men in attendance were: Frank H. Briggs and J. H. Compton, of Lehigh Valley R. R.; C. J. Maley, of N. C. & St. L. Ry.; Jos. P. McDonough, of M. & O.; W. A. McGowan, of Nickel Plate.

Among those from St. Louis were: R. P. Annan, T. A. Bryant, Chas. W. Baum, W. T. Brooking, of W. L. Green Commission Co.; H. G. Craft, Geo. C. Martin, of Goffe & Carkener Co.; John L. Messmore, A. H. Stokes, R. L. Canole and J. L. Wright.

Wichita men present were: C. Barge; Henry Bird, repty. Edward Kelly; E. F. Beyer; K. F. Dazey; Fred C. Dymock; Frank Geoffroy; J. R. Harold; H. Herzer; John Hill; Eugene Kelly; E. V. Mashburn; P. J. Mullin; Paul Noble; L. H. Powell; C. V. Topping and J. A. Woodside.

A. L. Ernst, pres. of the Ernst-Davis Grain Co., who made the trade extension trip with the K. C. Commercial Club, May 12 to 18, over several hundred miles of northern Kansas and southern Nebraska, distributed a booklet containing a map of the points visited, on which was written his estimates of the wheat crop percentages.

Among those present from Texas were: Claiborne Adams, El Paso; L. G. Belew, Pilot Point; R. A. Chapman, Jr., Sherman; W. P. Geraghty, Wichita Falls; Gus Giesecke, San Antonio; E. W. Harrison, Hereford; J. E. Heiser, Dallas; W. M. Priddy, Wichita Falls; Gus Roberts, Abilene; H. Rosenstein, Gainesville; C. A. Waller, Weatherford; J. C. Whaley, Gainesville.

Souvenirs distributed were even more numerous and attractive than at the famous Dinkeyville and many bathtubs were converted into refrigerators. Among other novelties distributed was an attractive desk pin tray by Goffe & Carkener; a bill purse by J. H. Shaw; a paper clip by Moss Grain Co.; a box of matches by Root Grain Co.; a seal bill book by Barrett Grain Co.; a pocket rule by the Independent Grain Co.; lead pencil and holder by The Hinds & Lint Grain Co.; a ring puzzle by Logan Grain Co.; watch fob by Murphy Grain Co.; pencils by The Kelly Bros. Grain Co.; model elevator by Grain Dealers Journal.

Kansas City was represented by F. Barrett; D. L. Croysdale; O. Denton; Wm. G. Dilts, Jr.; A. L. Ernst, of Ernst-Davis Grain Co.; L. A. Fuller, of Thresher-Fuller Grain Co.; Fred B. Godfrey; W. C. Goffe, of Goffe & Carkener; J. G. Goodwin, Board of Trade Weighmaster; D. C. Hauck, of Moore-Lawless Grain Co.; S. P. Hinds; O. P. Hollis, of A. C. Davis & Co.; W. B. Lathrop; Allen Logan; A.

J. Mann and R. Y. Smith, of Smith-Mann Grain Co.; W. J. Mensendieck; S. H. Miller; Wm. Murphy; S. J. Owens; J. C. Robb; J. L. Root; J. N. Russell and E. C. Kruse, of Russell Grain Co.; James Russell; Hugo Roos; T. R. Smith; John T. Snodgrass; E. R. Stripp; J. A. Theis; John R. Tomlin; H. P. Williams; W. H. Yost.

Among Oklahoma shippers in attendance were: C. F. Babcock, Stillwater; J. R. Bailey, Enid; J. S. Barclay, Tonkawa; A. B. Becker and B. A. Becker, Reno; E. L. Bentke, Blackwell; E. S. Bouldin, Pryor; E. C. Boyd, Fredrick; A. C. Brown, Fargo; W. W. Brunsell, Elgin.

G. L. Cannefax, Hunter; T. F. Carey, Norman; G. M. Cassidy, Tonkawa; J. D. Chalfant, Clinton; U. F. Clemons, Marshall; W. Colclazier, Henrietta; C. H. Cox, Carmen; C. B. Cozart, Woodward; R. C. Crosswhite, Enid.

W. W. Deck, Weatherford; D. J. Donahoe and E. L. Donahoe, Ponca City; J. J. Donahoe, Mulhall; E. D. Drake, Alva; R. S. Drake, Cherokee; A. J. Esch, Tonkawa; D. C. Ewing, Shattuck.

Geo. Farrar, Edmond; Wm. Flood, Eddy; J. L. Ford, Shawnee; F. Foltz, Blackwell; J. E. Gibbons, Purcell; J. J. Gibson, Nash; J. W. Grim, Alina; M. C. Groseclose, Waukegan; W. M. Gwyn, Ardmore.

J. R. Hailey, Fairview; A. R. Hacker, El Reno; F. A. Hague, Cherokee; B. C. Hallman, Fletcher; W. P. Hanna, Yewed; G. A. Harbaugh, Alva; O. J. Hardin, Gibbon; H. B. Harrod, Ponca City; Wm. Hayton, Billings; B. C. Headrick, Tuttle; F. F. Holstine, Kingfisher; H. E. Horne, Brame; F. E. Humphrey, Lawton; K. E. Humphrey, El Reno; J. F. Hunzinger, Cherokee; J. S. Hutchins, Ponca City; O. W. Hutchinson, Shattuck.

Geo. Ingram, Salt Fork; W. B. Johnston, Enid; D. H. Keller, Sharon; T. J. Kenney, Gibbon; L. G. Krieger, Hitchcock; J. F. Kroutill, Yukon; J. T. Langford, Enid; S. W. Larmer, Supply; D. L. Larsh, Norman; A. W. Lewis, Dacoma; Fred Linton, Chickasha; C. G. Long, Hobart; L. W. Lyons, Enid.

A. P. Marsh, Madill; S. A. Marshall, Watonga; S. C. Masters, Eagle City; D. E. McAnaw, Elgin; M. C. McCafferty, Enid; F. H. McCormick, Helena; J. W. McNeal, Guthrie; J. W. McSpadden, Tahlequah; G. M. Milbourn, Fairland; F. E. Moore, Chickasha; W. W. Morrison, Geary; W. T. Oates, Ponca City; W. W. Pierce, Watonga.

Wm. Randels, Enid; Mr. Rasp, El Reno; J. R. Ratley, Ardmore; G. F. Riley, Paola; Roy Sappington, Supply; L. S. Schmitt, Okarche; A. Settergreen, Lamont; J. H. Shaw, Enid; J. E. Shields, Marlowe; J. M. Shornden, Ponca City; J. R. Smith, Enid; J. H. Snyder, Chickasha; F. R. Spann, Ralph; H. Stauffacher, Blackwell; C. C. Stillwell, Hobart; L. O. Street, Woodward; D. K. Sterrett, Ryan; J. T. Stout, Deer Creek; J. Swinehart, Nash.

W. M. Taylor, Holdenville; J. R. Thomas, Carnegie; L. L. Thorp, Garber; R. E. Vaughn, Tulsa; Jesse Vandenberg, Blackwell; M. Vandenberg, Hunter; J. E. Walker, Cherokee; J. H. Westfall, Meno; W. S. White, Duncan; R. W. Wirt, Enid; W. O. Wheeler, Weatherford; E. B. Wolfe, Comanche; P. P. Unruh, Meno; W. W. Yale, Chickasha.



Grain Dealers Ass'n at Oklahoma City, May 21-22, 1912.

Grain Trade News

CALIFORNIA.

San Francisco, Cal.—W. E. Kellar, pres. of the Globe Grain & Mlg. Co., was married May 21 to Miss Helen Fife, of Memphis, Tenn., the wedding taking place on a train while it was speeding thru Oregon at the rate of 50 miles an hour.

Meridian, Cal.—The Meridian Farms Co. will erect a storehouse for grain and produce on the banks of the Sacramento river, which will be equipped with machinery for loading and unloading vessels and will connect with the Northern Electric Railroad Co.'s tracks with a spur.

San Pedro, Cal.—The Globe Grain & Mlg. Co., of Los Angeles, will build an elvtr. 55 ft. square and 75 ft. high, with a concrete foundation and sheet steel bins, to cost \$45,000. The site is 60x100 ft. and includes an alleyway 20 ft. wide and 300 ft. long leading down to a wharf. Conveyors, which will carry grain from the wharf, will run thru this passage. The attempt to handle grain on this coast has always been in vain for the reason that grain exported to Europe could not be shipped thru the tropics without heating and because cargoes were likely to shift while vessels were rounding storm-swept Cape Horn. With the opening of the Panama Canal the bulk method can be safely adopted.

CANADA.

Broomhill, Man.—The elvtr. of the Western Elvtr. Co. burned recently with 3,000 bus. of grain.

Bradwardine, Man.—The elvtr. of the Winnipeg Elvtr. Co. burned recently with 5,000 bus. of grain.

Coaldale, Alta.—The Canadian Pacific Ry. will build a mill for the purpose of treating and preparing alfalfa for market.

Regina, Sask.—The Saskatchewan Co-operative Elvtr. Co. will build 10 elvtrs. between Regina and Griffin along the line of the boundary branch of the Grand Trunk Pacific Ry.

St. John, N. B.—Contract has been let to the Norton-Griffiths Co., for the erection of two grain elvtrs., which are included in a number of municipal improvements at Courtenay Bay.

Fort William, Ont.—No-grade tough wheat amounting to more than 1,000,000 bus. is stored here and at Port Arthur, according to C. C. Castle, Dominion warehouse commissioner.

Montreal, Que.—F. W. Thompson, vice-pres. and managing director of the Ogilvie Flour Mills Co., died in London, May 7, of heart failure. He was a charter member and ex-pres. of the old Winnipeg Grain Exchange.

Fort William, Ont.—A. E. Fenton will build a 35,000-bu. elvtr. and James Muirhead will build one with a capacity of 30,000 bus. The Canadian Pacific and the Grand Trunk Rys. and the Peavey Co. will add some elvtrs. to their storage plants at the lake front.

Montreal, Que.—The elvtrs. operated by the harbor commissioners are coming in for the usual amount of criticism from local grain dealers, who declare that chances for the expeditious handling of grain during the coming season are very slim. The port is already choked with waiting shipments.

Quebec, Que.—The Quebec Harbor Commission will build a 1,000,000-bu. concrete and steel elvtr., with arrangements for extension into an elvtr. capable of storing 2,000,000 bus. of grain. In addition to the elvtr. two piers will be built which will be in line with the break-water extension from the main pier out towards the center of the St. Charles river.

Fort William, Ont.—All grain must be loaded here and at Port Arthur in the daytime, according to an order issued by the government in answer to a request from the Lake Carriers Ass'n to be allowed to load grain 24 hours of the day.

St. John, N. B.—Preparations are being made to start work on the 1,000,000-bu. elvtr. to be erected by the Canadian Pacific Ry. at Sandy Point in West St. John. The new elvtr. will be completed in time for next season's business and will almost double the capacity of West St. John.

Moose Jaw, Sask.—The International Mlg. Co., of New Prague, Minn., has let contract to the Carter-Halls-Aldinger Co., for a 250,000-bu. reinforced concrete workhouse and storage elvtr. and an oatmeal mill, to be erected in a limited time.—The New Prague Flouring Mill Co., of New Prague, Minn.

Brandon, Man.—Two elvtrs. of the Maple Leaf Mlg. Co., burned early on the morning of May 10, with a loss of \$75,000, including destruction of grain amounting to \$10,000. One of the elvtrs. was new, having been completed only last fall at a cost of \$35,000, and had a capacity of 110,000 bus. The fire originated in the old elvtr. from an unknown cause. Some estimates place the loss at not more than \$58,000, which is fully covered by insurance. The company, which owns 50 elvtrs. thruout the West, carries the blanket maximum insurance. The burned plant will be rebuilt.

Winnipeg, Man.—Alteration of the contract grades of grain has been made by the council of the Winnipeg Grain Exchange, to become effective in 30 days from the posting of the new resolutions. The contract grades were fixed by the council Jan. 5, but certain features introduced by the passage of the New Grain Act by Parliament have necessitated the change, as in the following: "Resolved, that No. 2 Canadian western oats be the contract grade of oats for the season 1912-13, with the privilege of delivering on contracts extra No. 1 feed oats at a discount of 4c per bu. Resolved: That No. 1 northwestern Canada flaxseed be the contract grade of flaxseed for the season 1912-13, with the privilege of delivering on contracts No. 2 Canada western flaxseed at a discount of 2c per bu."

Winnipeg, Man.—The jurisdiction of the Grain Exchange over its members was put to test May 22, when the case of the Manitoba Commission Co., represented by Hugh Patterson, against the Grain Exchange came up for hearing in the Court of the King's Bench. Briefly, the facts are as follows: In September, 1911, the Manitoba Commission Co. made contracts with various members of the Grain Exchange for the purpose of October deliveries of wheat, graded as No. 3, 4, 5, 6, and seed wheat. On October 25, 1911, the grain standards board changed the standards of the grades, the standard then being lower than that at which the Manitoba Commission Co. agreed to buy the wheat. The plaintiff company then notified the parties involved that it would not accept delivery. On November 2, the council of the grain exchange passed a resolution suspending Patterson until these contracts were performed and rescinding the Manitoba Commission Company's membership, which is worth \$3,000. On October 31, 1911, the National Elevator Co. sued the Manitoba Commission Co. on one of the contracts mentioned and its claims have not yet been settled; therefore, the plaintiff contends that the council has no authority to take action against him until the case is settled. Further, he is securing an injunction against that body taking any action to fine or expel him from the exchange.

Winnipeg, Man.—Grain inspections during April amounted to 13,862 cars; compared with 6,801 during April, 1911, which is an increase of 7,061, or 104 per cent. The total number of cars of the 1911 crop inspected since last September is 136,404; compared with 76,802 cars in the year previous, which is an increase of 60,602, or 77.6 per cent. The movement of crops in April was divided over four western railroads as follows: C. C. P. R., 48.8 per cent.; C. N. R., 36.2 per cent.; G. T. P., 56 per cent.; G. N. & Duluth, 9.4 per cent.

Winnipeg, Man.—The government, a loser to the tune of \$85,000 on last year's operations, will wash its hands of the entire elvtr. system at a date not later than Aug. 31. The public elevator under the present system has no other purpose than to furnish storage for those having grain in 1,000-bu. lots and to weigh and load such grain for shipment. On the other hand, the private elvtr. does not scorn to accept grain by the wagonload and will buy the grain and pay cash or even make temporary loans. The government elvtrs. are on the market, offered collectively, but not separately. No purchasers, however, can be found, at least purchasers who are ready to pay anything near the figure which the government wants to recoup itself. Some estimates place the value of the elvtrs. at not more than 25c on the dollar, owing to the dilapidated condition of some of the property. D. W. McCuaig, chairman of the commission, said he had been with the commission since it started in 1910, and found that it did not receive sufficient support from the people and that this was the reason for the commission going out of business. He said that from Sept. 1 to Jan. 31, last year, the government elevators had handled only 40 per cent. of the grain, according to the statement of the railways. Mr. McCuaig said that the elvtrs. will all be empty by Aug. 31, and the plants will be ready for either sale or lease to private individuals or companies. There are a total of 172 elvtrs. in the system with a total capacity of about 4,300,000 bus., roughly speaking. He was of the firm opinion that it was not because the business methods of the commission were unsound that the failure was recorded, but rather that the entire trouble lay in non-support by grain producers generally.

COLORADO.

Holly, Colo.—The Colorado Mlg. Co. has announced, thru its mgr., Charles Maxwell, the purchase from W. C. Simpson of a site for the 75,000-bu. concrete elvtr.

Colorado Springs, Colo.—The annual meeting of the Colorado Grain Dealers Ass'n will be held here June 13-15. Informality, routine business and mountain excursions will rule.

IDAHO.

American Falls, Ida.—We will build a 40,000-bu. elvtr.—Evans Mercantile Co.

Rogerson, Ida.—The Twin Falls Mlg. & Elvtr. Co. will build an elvtr. here, according to an announcement by L. L. Breckenridge.

Cottonwood, Ida.—We have no elvtrs. in this section, all grain being delivered to the warehouses in bags, thus entailing an enormous expense to the farmers.—W. P. McWilliams, agt. Vollmer-Clearwater Co.

ILLINOIS.

Coal City, Ill.—John Trotter & Sons will build an elvtr.

Iroquois, Ill.—F. W. Kee has succeeded A. M. Pierce as mgr. of the elvtr. of L. T. Hutchins.

Decatur, Ill.—R. O. Augur has accepted a position as mgr. of the local office of C. A. Burks & Co.

Atkinson, Ill.—The Atkinson Farmers Grain Co. is ready to let contract for a modern elvtr.

Champaign, Ill.—Excavating has been completed for the elvtr. being erected by John S. Metcalf & Co. for the Cleveland Grain Co.

Holder, Ill.—J. C. McCord is remodeling his elvtr.

New Burnside, Ill.—The Alsbrook Mfg. Co. is the new firm name of the Farmers Mill & Elvtr. Co.

Rohrer, Ill.—W. R. Turnbull, of Waverly, is building an elvtr. on the C. P. & St. L. Ry.—R. S. Nelson.

Vanwood sta., Fancy Prairie p. o., Ill.—The elvtr. of Prather & Groves burned recently, Loss, total.

Peoria, Ill.—Jos. C. Miles, of P. B. & C. C. Miles, has bot the Board of Trade membership of S. C. Bartlett.

Champaign, Ill.—The Baldwin Elvtr. Co. has let contract to the Burrell Eng. Co. for the erection of an elvtr.

Assumption, Ill.—Shierly & Co. will replace their elvtr., which has been torn down, with a 50,000-bu. house.

Hillsboro, Ill.—The concrete foundation for Short & Ernst's elvtr. has been finished and the carpenter work begun.

Alvin, Ill.—The Farmers Elvtr. Co., incorporated; capital stock, \$7,000; incorporators, F. O'Farrell, J. R. Carter, P. P. Graham.

Ficklin, Ill.—A. C. Scott, of Findley, has bot the elvtr. of Peter Kruse for \$17,500. Mr. Kruse will become a resident of Tuscola.

Muncie, Ill.—We expect to put iron roofing on our oats house. I have been ill for the past six months.—E. A. Purcell, agt. B. B. Minor.

Decora, Ill.—Stoskoph & Baker have succeeded C. B. Lennon & Co., C. B. Lennon having sold his interest in the firm to George H. Baker.

Roberts, Ill.—The Roberts Farmers Grain Co., incorporated; capital stock, \$10,000; incorporators, J. P. Russell, Elmer A. Knight, Frank Coultas.

Amboy, Ill.—C. A. Fenstemaker began May 13 to remodel his elvtr. and install new machinery, including a stand of elvtrs., hoppers bins and dump.

Rees sta., Franklin p. o., Ill.—Mail for the Rees Farmers Elvtr. Co. should be addressed to Rees sta., Franklin p. o., Ill.—Dennis Whalen, sec'y Rees Farmers Elvtr. Co.

Joy Prairie sta., Jacksonville p. o., Ill.—Mail for the Joy Prairie Farmers Elvtr. Co. should be addressed to Jacksonville, Ill., R. F. D. 7.—A. E. Williamson, sec'y J. P. F. E. Co.

Minonk, Ill.—Mrs. Joseph Bender has been awarded \$1,500 against the Farmers Elvtr. & Supply Co., for the death of her husband in a settlement effected out of court.

Edinburg, Ill.—F. J. Zimmerman, formerly of Mt. Auburn, has succeeded C. E. Hedges as mgr. of the elvtr. of the Farmers Grain Co. Mr. Hedges will go to Kansas City.

New Canton, Ill.—The elvtr. of W. H. Heldloff & Co., which burned recently with 4,000 bus. of corn and 600 bus. of wheat as the result of an explosion, is a total loss of \$4,000.

Grand Ridge, Ill.—C. W. Peterson, who recently bot the elvtr. of the Neola Elvtr. Co., is building an oats warehouse, on account of two temporary sheds being found lacking in strength.

Buckhart, Ill.—Our company held a meeting May 24 to make arrangements for awarding the contract for an addition to our elvtr.—H. C. Ratz, mgr. Buckhart Farmers Grain Co.

Elvaston, Ill.—Watt & Gabel have succeeded me in the grain business and will erect a cribbed elvtr. on the site of the one belonging to me which burned last winter.—O. B. Garard.

Wendell sta., La Moille p. o., Ill.—The Wendell Farmers Grain Co. has let contract to the Decatur Constr. Co., for the erection of a 15,000-bu. elvtr., with ingot iron roofing, steel siding, 20-h. p. gasoline engine, 4 ton Fairbanks Wagon Scale, Richardson Automatic Scale, rope drive and other modern equipment.

Plainview, Ill.—Arthur Boyle, formerly of this city, but now of Alton, sold his business Mar. 1, to J. J. Kohler and has retired from the grain business.

Joliet, Ill.—The Joliet Grain Co. has equipped its new elvtr. with B. S. Constant's Platform Wagon Dump, B. S. C. Chain Drag and Feeder and a 50-ft. Safety Ball-bearing Manlift.

Mason City, Ill.—The Farmers Grain & Coal Co. will build an addition to its elvtr. 24x26x70 ft. high, with a capacity of 20,000 bus., which will make the entire storage capacity of the plant 80,000 bus.

Mattoon, Ill.—Ed. Morris and J. B. Stone have left the Lipsey Grain Co., and the local business of that firm will in the future be handled by J. W. Adrian. Morris & Stone will conduct their elvtr. at Allenville and Mr. Morris will continue to operate his elvtr. at Dorans.

Leonard, Ill.—We have covered our elvtr. from foundation to cupola with No. 26 corrugated iron, installed a 10-bu. Richardson Automatic Scale, improved lumber sheds, painted office and furnished a directors' room.—Herman Meyer, mgr. of the Farmers Elvtr. Co.

Wellington, Ill.—S. W. Boughton, formerly a partner in the firm of Harlan & Boughton, of Crescent City, has bot an interest in the firm of J. D. Rothgeb & Co., and will manage the business in the future. The company will install an automatic scale next month.—J. D. Rothgeb & Co.

Kasbeer, Ill.—The Farmers Elvtr. Co. has leased the elvtr. of Dole & Co., and has contracted for some corn, but cannot take possession until J. M. Ennes, who is now operating the elvtr., disposes of some grain which he has on hand. The new company will overhaul and improve the elvtr.

Hinckley, Ill.—Repairs on the elvtr. of the Hinckley Grain Co., by the Decatur Constr. Co. have been completed. The improvements consist of a cupola, elvtrs. drags, pits, shafting, a rope drive, two Hall Signaling Distributors, with 15 ducts each, steel spouting and transmission machinery.

Franklin, Ill.—The Central Illinois Grain Co. has bot suit for \$800 against C. J. Ashbaker on a violation of contract charge. The plaintiff states that Ashbaker contracted to deliver 4,500 bus. of corn to the company's elvtr. within 90 days from Jan. 2, at 53c per bu., and that he failed to keep the agreement, causing a financial loss to the company.

Bloomington, Ill.—The Central Mill & Elvtr. Co. has completed a mill to take the place of the one burned last spring, which includes in its equipment a No. 13 U. S. Grain Cleaner, a Constant Safety Ball-Bearing Manlift, Self-Locking Rail Dump, two stands of elevators, B. S. C. Drag Chain and Feeder, Corn Sheller, besides milling machinery, all of which were furnished by the B. S. Constant Co.

Peoria, Ill.—Repairs on the Board of Trade, including the "furnishings" of the exchange room, have been ordered by the directors. Repainting, revarnishing, repapering and redecorating of the building will be the general lines along which the work will proceed. When everything has been completed the venerable structure is expected to put up a "brand new" appearance.

Henning, Ill.—C. C. White has been appointed mgr. of the elvtr. which the recently incorporated Farmers Grain Co. bot from Merritt & Elliott and will take charge June 1. Mr. White was formerly buyer for Carrington & Hannah. The officers and board of directors of the new company include: Peter Vandervort, pres.; F. E. Renze, sec'y; J. W. White, treas.; Elias Smith, A. W. Lane and T. E. Mathews.—The Farmers Grain Co.

Peoria, Ill.—Ratification of the workmen's compensation act, in relation to employed supervisors and inspectors was made by the directors of the Board of Trade at a special session on May 2, the day after the act became a law. Sec'y John Lofgren has notified the 17 inspectors and supervisors of the action of the directors and it is expected that the employees will also vote to work under the act.

Bushnell, Ill.—Hungry grain dealers who have been good friends and customers of George W. Cole, the broker, swooped down on the annual banquet given by him on the night of May 22 in response to unique invitations which commanded them in the language of a court summons to come and demonstrate a capacity for good things to eat. Following the demonstration Judge Cole postponed all cases indefinitely.

Ivesdale, Ill.—Work has been started on our 30,000-bus. cribbed, square, elvtr. by the Burrell Eng. & Constr. Co. The structure will be steel clad, with two legs, cleaner and automatic scales, air leads to each bin and fan to force air thru the bins to condition corn. The cost will be \$7,000 and the contract calls for completion in 60 days. The new house will occupy the same site as the old one, which is now being torn down, Tom Schultz is mgr.—Baldwin Elvtr. Co., of Champaign.

Manlius, Ill.—The Manlius Grain & Coal Co. will build an addition to its elvtr. 30x36x43 ft. high, with a cupola 14x24x18 ft. high. The house will be of cribbed construction, machinery to consist of one leg, 60 in. head pulley, 14x7 cups, Hall Signaling Distributor, B. S. Constant Manlift; both the new and the old houses of the company will be covered with galvanized iron siding and roofing and will be equipped with a new boot tank, drive and shafting. The Decatur Constr. Co. has the contract.

Receipts of grain at Peoria during April included 82,800 bus. of wheat, 1,049,695 of corn, 616,513 of oats, 132,132 of barley and 8,400 bus. of rye; compared with 50,855 bus. of wheat, 978,004 of corn, 449,475 of oats, 187,200 of barley and 26,400 bus. of rye received in April, 1911. Shipments for the month included 75,127 bus. of wheat, 413,208 of corn, 800,802 of oats, 76,888 of barley and 6,400 bus. of rye; compared with 44,000 bus. of wheat, 768,886 of corn, 556,368 of oats, 86,600 of barley and 3,850 bus. of rye shipped in April, 1911. Jno. R. Lofgren, sec'y Board of Trade.

Springfield, Ill.—The Workmen's Compensation Law was evidently intended by the legislature to apply to employees engaged in the so-called hazardous industries, but as to just what constitutes hazardous industries would depend largely on the facts in each case. We have received at this office a large number of notices from elevator companies and flour mills expressing their intention not to be bound by the provisions of the law and have many advices from others engaged in the same business to the effect that they will operate under the law.—David Ross, sec'y of the Bureau of Labor Statistics of Illinois.

The Chinch-bug Situation in Illinois is the title of a pamphlet issued May 3 by Stephen A. Forbes, state entomologist, which was inspired by the great damage which chinch-bugs threaten to the cereal crops and forage grasses, owing to the fact that the weather was so wet last fall and winter that the pest could not be burned out. The bugs have survived the winter in the pink of condition and only extremely wet weather during hatching time can now arrest a serious outbreak. The pamphlet urges the formation of co-operative societies among the farmers, with the county as the unit, and the use of thick, viscid, road oil, poured in a line around each field, with the substitution, in cases where road oil cannot be obtained, of coal tar and dusty furrows. Chinch-bugs, the author states, may be killed on corn without injury to the plant by a tobacco preparation (black-leaf 40) greatly diluted with weak soapsuds. Co-operation is urged on the ground that it would serve in the dissemination of useful information in the campaign and that road oil, by being purchased in larger quantities, could be obtained at a greatly reduced price. The office of the state entomologist will render every possible aid to organizations of this nature. Circular of the Agri. Exp. Sta., University of Ill., Urbana, Ill.

CHICAGO NOTES.

Harry F. Todd has left the Sawers Grain Co. to go with Lamson Bros. & Co., where he will have charge of the cash grain merchandising dept.

Abram Rheinstrom, for many years a member of the Board of Trade, is dead.

Harry E. Pettit, for 17 years with Logan & Bryan, has gone with Clement, Curtis & Co.

Peter Reid, expert judge of grain and connected with the business for more than 40 years, is dead.

J. D. Steever & Co. have succeeded Congdon & Steever. C. B. Congdon is now associated with Knight & McDougal.

James H. Kirton, for 30 years a member of the Board of Trade, died May 23 at the age of 63. He retired from active business two years ago.

The Sawers Grain Co. has elected officers, effective May 28, as follows: William Simons, pres.; Warren T. McCray, vice-pres.; Geo. L. Stebbins, sec'y.

The condition of George F. Stone, veteran sec'y of the Board of Trade, who was forced by a nervous breakdown to retire to his home several weeks ago, remains unchanged.

CHICAGO CALLERS: J. W. McCord, Columbus, O., sec'y Ohio Grain Dealers Ass'n; S. B. Bishop, pres. and C. D. Leggett, atty., Farmers Elevtr. Co., Libertyville, Ia.; H. B. Stewart, Chariton, Ia.; Wm. Hunter, of Nye, Jenk & Co., Minneapolis, Minn.

Grain reaching Chicago by lake in the past two weeks includes 130,000 bus. of No. 1 Northern Duluth wheat for Rosenbaum Bros. and 99,000 bus. for the Eckhart Mlg. Co. The steamer Brewer was also reported with a cargo of 84,000 bus. of Canadian feed wheat and 70,000 bus. of flax.

W. E. McQuiston, floor mgr. on the Board of Trade for Logan & Bryan, died on the night of May 13. He was 59 years old and had been with Logan & Bryan more than 20 years. He entered the grain business 40 years ago as a trader for A. M. Wright & Co. and was widely and favorably known among grain traders all over the country.

Charged with being \$12,000 short in his accounts, Otto Reichelt, a bookkeeper, was arrested May 14 by E. R. Bacon, his employer. He had been connected with the firm for a number of years and was trusted up until about a month ago, when irregularities were detected in checks presented by him to certain banks. Experts were put to work on Reichelt's books, with the result that the shortage was brot to light. The police claim that Reichelt has confessed that he forged his employer's name to a number of checks and made alterations in the books to cover up his tracks. Meanwhile he lived in Maywood, a wealthy suburb, and maintained an automobile.

The Dinner Club of the Board of Trade, with a number of invited guests, dined at the Hotel La Salle on the night of May 14. Chief among the topics of discussion was the proposed new Board of Trade building and the consensus of opinion was that immediate steps should be taken to carry out the plan. The officers of the Board of Trade were voted honorary members of the club and a decision was reached to hold a joint meeting later in the year at which the Dinner Club will entertain the members of the Board of Trade Club and the Grain Receivers' Ass'n. C. H. Canby was elected pres., J. C. Murray and David A. Noyes, vice-presidents, and Fred A. Paddelford, sec'y.

New members recently admitted to membership in the Board of Trade are R. H. White, Edward J. Kernan, James A. Cummins, Rene A. De Russy, Dean L. Moberly, William H. Davies, J. J. Brady, George D. Richards, James W. Prindiville. Application for membership in the Board of Trade has been made by Harvey L. Boyer, Edwin J. Kriege, W. A. Cockrell, C. A. Wright, George L. Stebbins, B. F. Hill, Gwynn I. Grogan, John J. Brady, Lewis B. Wilson, Octave A. Bruso. The following Board of Trade memberships have been posted for transfer: Appleton J. Pattison, George B. Matthews, Lowder L. Layton, Robert H. Law, Alfred R. Luken, Edward C. Travis, James G. Sullivan, John H. Mosher. Two Board of Trade memberships sold at \$2,250 and \$2,300 net to the buyers respectively.

Sudden separation from the pay-roll of the Illinois State Grain Inspection Dept. is what happened to Edward D. Green, who was found by the Illinois Civil Service Commission to have no other function than to draw his breath and his salary.

Terminal allowances for switching or transfer are made by the C. & E. I. Ry. only on statements from shippers showing date of shipment, car numbers, kind of grain and destination, such statements to be supported by weight or elevator certificates showing the service as having actually been performed. The Ill. Cent. makes allowances only when bills are accompanied by elevator certificates showing that the service was actually performed.

The following proposed change in Rule 5 of Joint Transit Privilege Circular No. 14 covering inbound weights has been sent out by W. M. Hopkins of the Board of Trade transportation dept.: "Grain delivered to transit houses will be subject to full tariff rates of inbound carrier based on Board of Trade or official weights; charges to be paid to said road within not to exceed ten days, inclusive of Sundays and holidays, after such grain is tendered such transit houses. If official Board of Trade weights cannot be obtained within ten days on account of delay for which the elvtr. is responsible, freight charges shall be based upon the maximum capacity of the car, subject to correction to proper weight as soon as official Board of Trade weight can be obtained. If charges are not paid within the prescribed time, transit privileges on that grain will not be allowed; but failure of the inbound road to present freight bills within the prescribed time shall not operate to deprive the grain of transit privileges."

The Board of Trade will have a new building, unless the wishes of the members cannot find a material means of expression. The movement has been stimulated by a report submitted by Engineer John W. Mabbs to the directors, which declares the present Board of Trade building has settled so much on its foundations that a portion of the steel work has been distorted, making the occupation of the structure none too safe. Extensive improvements are needed at once, among which are new electric wiring, floors and pits in the exchange hall, floors in the office part of the building, boilers that can be run at a pressure which the city will not permit with the present boilers, new plumbing, roof and gas pipes to take the place of the corroded and leaky old ones. The real estate com'te has sent out postcards to members, asking a preference of four plans: First, the repairing of the present structure; second, the selling of a portion of the real estate to erect an exchange hall on the remaining part; third, the erection of a new building to cover the entire lot, and, fourth, long-term lease of the property to give the Board free space and provide a moderate income. More than 600 of the 1,600 cards sent out have returned and by far the greater number of these favor the erection of an entirely new building. The first plan, which calls for the repairing of the present structure and entrance into the office-renting field, received little support and was, in fact, denounced by several leading members, who are opposed to the organization incurring any large indebtedness for that purpose. President Bunch has stated that even if the individual responses from members clearly favored a certain plan, it does not follow that the com'te will or can go ahead "with nothing further to support its action." Many members have expressed dissatisfaction with the engineers' report, and will make an effort to obtain definite information from experts outside the Board's employ before accepting it as final.

INDIANA.

Albion, Ind.—The Stiefel Grain Co. will dissolve.

Wadena, Ind.—W. F. Starz & Co., of Fowler, have bot the elvtr. of the Wadena Grain Co.

Rockport, Ind.—We contemplate building a crib 50x30x30 ft. high for ear corn storage.—Rockport Mlg. Co.

Walkerton, Ind.—B. I. Holser & Co., incorporated; capital stock, \$17,000; incorporators, B. I. Holser, J. C. Palmer.

South Whitley, Ind.—O. Gandy & Co. are excavating the basement of their elvtr. for the installation of additional machinery.

Stonebluff, Ind.—Jones Bros. have added two 6-ft. platform dumps to their elvtr. which were installed by the Reliance Constr. Co.

Schneider, Ind.—The C. I. & S. Ry. has let contract to the Stephens Eng. Co. for the erection of a 280,000-bu. reinforced concrete elvtr.

Decatur, Ind.—E. L. Carroll, who recently bot the grain and seed business of J. D. Hale, is installing electric power and making improvements.

Muncie, Ind.—The Woodbury-Elliott Grain Co., incorporated; capital stock, \$50,000; incorporators, H. S. Woodbury, A. C. Woodbury, E. E. Elliott.

Terhune, Ind.—The McCardle Grain Co. has let contract to J. A. Horn for an office and the installation of a 24x5 ton wagon scale, cleaner and distributing spouts.

New Albany, Ind.—The Chamber of Commerce of New Albany has been incorporated, with C. Hertlin, C. D. Kelso and E. T. Slider as incorporators and directors.

Earl Park, Ind.—On May 1 the Wilson-Barr Co. took possession of the elvtr. property of the Caldwell-Barr Co., both at Earl Park and York Switch, Ind.—Wilson-Barr Co.

Lanesville, Ind.—Zabel & Son will add a storage warehouse to their elvtr., owing to the heavy demand for feed which they have been experiencing during the winter months.

Seaford, Ind.—Schlademan Bros. have let contract to J. A. Horn for a 10,000-bu. increase of storage capacity, new siding and other improvements, including Reynolds Distributing Spouts, B. S. Constant Manlift and Dumps.

Mt. Vernon, Ind.—Farmers have organized an elvtr. company and will erect elvtrs. at various points thruout the county. The directors are: George Warring, Lawrence Wilson, Armenus Templeton, Henry Schiela and Absalom Mackey.

Plymouth, Ind.—E. N. Cook has let contract to the Burrell Eng. Co. for the erection of a 10,000-bu. cribbed elvtr., covered with corrugated iron which will be equipped with sheller, cleaner, electric motor power and other modern machinery.

Aboite, Ind.—We formerly owned elvtrs. at Mooreland and Messick, but will now conduct the elvtr. and grain business which we recently purchased from J. R. Beech & Son, and will install a grinder and crusher at once.—Harry T. Bowen, of Anderson & Bowen.

Royal Centre, Ind.—Sims & Ashbaugh, of Frankfort, have bot the two elvtrs. of S. J. Carroll, who will take a rest after having been in business more than 30 years. The price paid was \$15,000 but this included certain other property in addition to the elvtrs. The new owners will install a gasoline engine and make repairs.

"Rotten" is the word used by J. C. Wallenmeyer, inspector of weights and measures of Evansville, Ind., in describing weight conditions in Terre Haute, Ind., where he recently tested a number of beam scales, including railroad scales. In New Carlisle, Ind., where he went before going to Terre Haute, he astonished a miller by informing him that he had lost \$900 on the purchase of wheat last year because his scales weighed in favor of the farmers.

Noblesville, Ind.—Work is progressing rapidly on the ten cement-concrete tanks being built for the Noblesville Mlg. Co. by James Stewart & Co. The tanks will be 27 ft. in diameter and 85 ft. high; the foundations extend 15 ft. into the ground; the roof will be of cement, making the entire structure fireproof. The work is being pushed night and day in order to prevent seams caused by the drying of cement. The total capacity will be 350,000 bus. and the cost \$40,000.

La Porte, Ind.—Mills are buying wheat very freely.—La Porte Elvtr. Co.

Indianapolis, Ind.—The Indiana Millers Ass'n met May 21 at the Denison Hotel. Charles B. Riley, sec'y of the Indiana Grain Dealers Ass'n, delivered an address on "Grain Door Equipment and Needed Legislation." H. E. Barnard, state sealer, gave an interpretation of the Indiana law on flour packages, declaring that millers may put up flour in any size package as long as they mark the weight on the sack. The election resulted in the re-election of the present officers: W. L. Sparks, Terre Haute, pres.; John Nicholson, Indianapolis, sec'y; and T. S. Blish, Seymour, treas.

PROGRAM OF INDIANA GRAIN DEALERS.

The Indiana Grain Dealers Ass'n will hold its annual meeting in Indianapolis, June 14-15, with headquarters at the Hotel English and meeting place at the Board of Trade Assembly Hall.

FRIDAY AFTERNOON, 1:30 P. M.

Meeting called to order by Chas. A. Ashpaugh, Frankfort.

Miscellaneous business and appointment of com'tes.

Address by the president, Chas. A. Ashpaugh, Frankfort.

Report by the sec'y, Chas. B. Riley, Indianapolis.

Report by the treas., Bert A. Boyd, Indianapolis.

Report of com'tes: arbitration, H. H. Deam, Bluffton; legislative and ways and means, A. E. Reynolds, Crawfordsville.

"Observations of Forty Years in the Grain Business," W. W. Alder, LaFayette.

Report by the Ass'n's chief scale inspector, Chas. C. Hoffmann, Indianapolis.

"Trying to Improve Grain Trade Conditions. 'Everybody's Doin' It' (Or Should Be)," Bert A. Boyd, Indianapolis.

FRIDAY EVENING, 7:30 P. M.

The feature of the evening session will be a smoker held in the Assembly Hall of the Board of Trade, with music, general hand-shaking and addresses by Hon. Samuel M. Ralston, Lebanon, Democratic candidate for governor, and Hon. Chas. A. Bookwalter, Indianapolis, on "Commercial Tranquillity."

SATURDAY, JUNE 15, 9:30 A. M.

Transaction of miscellaneous business.

"The Value of the Commercial Exchange to the Grain Dealers," W. C. Culkins, supt. and sec'y of the Chamber of Commerce, Cincinnati, O.

"Fertility-Yields-Quality," Henry G. Bell, agronomist of the Middle West Soil Improvement Com'te of the National Fertilizer Ass'n.

"Grain Investigations of the Bureau of Plant Industry," B. T. Galloway, chief of Bureau of Plant Industry.

Report of Committees.

Election of Officers.

IOWA.

Mt. Pleasant, Ia.—A. D. Hayes Co. will erect an elvtr.

Burlington, Ia.—The Davenport Elvtr. Co. will erect an elvtr.

Lanesboro, Ia.—The Farmers Grain Co. is building a coal shed.

Lime Spring, Ia.—Gilchrist & Co. have bot the elvtr. of H. B. Nichols.

Bagley, Ia.—The Phillip S. Dennis Co. has succeeded Wright & McWhinney.

Arnold, Ia.—Chris Johnson and John Curtis are laying the foundation for an elvtr.

Kirkman, Ia.—The Hynes Grain Co. has completed an elvtr. here. Moore Lidderdale is mgr.

Paton, Ia.—John Ristvedt & Son have succeeded D. Mulholland & Son in the grain business.

Rowan, Ia.—Azeltine Bros. will remodel their elvtr. and build a new office.—E. G. Cool, of Mason City.

Grandmound, Ia.—C. B. Howell, of Beaumont, has become mgr. of the elvtr. of the Wells-Hord Grain Co.

Rockwell City, Ia.—The Rockwell City Elvtr. Co. has increased its capital stock from \$5,000 to \$15,000.

Rolfe, Ia.—M. T. Blessing, C. L. Gundersen and D. Brinkman have bot the elvtr. of J. H. Charlton, who died Apr. 7.

Chester, Ia.—The Hunting Elvtr. Co. is rebuilding its elvtr., enlarging its crib construction and installing a gas engine and dump scales.

Moneta, Ia.—C. H. Betts will build an elvtr., which will be completed in time to do business on the new crop.—W. H. Betts, of Hartley.

Norway, Ia.—D. E. Kismisel, formerly of Grandmound, has become mgr. of the elvtr. of the King-Wilder Grain Co., of Cedar Rapids.

Gilman, Ia.—The Farmers Elvtr. Co., which recently bot the elvtr. of P. J. Jacobson, will build an addition, to cost between \$3,000 and \$5,000.

Lacona, Ia.—G. J. Stewart Co. is building a 20,000-bu. frame elvtr. here. Gasoline power will be used and a sheller, a cleaner and automatic scales installed.

Holstein, Ia.—The Farmers Elvtr. Co. is moving one of their two elvtrs. closer to the other and has let contract to the Burrell Eng. Co. for remodeling and repairs.

Green Mountain, Ia.—The Green Mountain Farmers Elvtr. Co. has bot the elvtr. of Homer Thomas. Mr. Thomas has moved to Conrad to engage in the banking business.

Sioux Rapids, Ia.—J. H. Hale, of the Skewis Grain Co., has taken a four months' vacation, during which he is being relieved by C. B. Pierce, formerly of Oregon, Minn.

Carrville, Ia.—The Farmers Exchange Co. of Charles City has bot the elvtr. of O. O. Helgen & Sons and will conduct the business at the two points under the same management.

Creston, Ia.—J. C. De Lay has bot the interest of H. B. Holcomb in the wholesale and commission firm of De Lay & Holcomb, after a partnership of 14 years. Mr. Holcomb will retire.

Ollie, Ia.—The Jackson Grain Co. will tear down its old elvtr. and erect a modern structure, which will be set 5 ft. in the ground and will have scales and office under the same roof.

Alexander, Ia.—The Routt Lbr. Co. is remodeling its elvtr., enlarging the cupola, installing a new leg and distributor and adding a dump and automatic scales.—E. G. Cool, of Mason City.

Conroy, Ia.—The Hilton Lbr. & Grain Co. has installed a B. S. C. chain drag and feeder and a 56-ft. Constant Safety Ball Bearing Chain and Manlift. The Newell Constr. Co. did the work.

Mason City, Ia.—Loss of grain in transit was considered cause for approving claims made by the Independent Grain & Lbr. Co. against the Chicago & Northwestern Ry. in a case decided by the court May 17.

Marshalltown, Ia.—Ware & Leland, commission merchants of Chicago, have bot the business of A. J. Clark, grain broker. C. C. Lewis will conduct the business for the purchasers, while Mr. Clark will go to Chicago to engage in the commission business.

Blencoe, Ia.—Directors of the recently organized Blencoe Farmers Elvtr. Co. have authorized a bid of \$8,500 for the elvtr. of the Updike Grain Co. If this bid is turned down the company will at once let contract for the erection of a modern plant.

Whitten, Ia.—The elvtr. of A. J. Mabie has been remodeled recently and now has a grain elevator and automatic scales with a capacity of 2,000 bus. per hour. Just after the completion of the remodeling Mr. Mabie made a record run by handling 14,400 bus. of grain in four days and 30,000 bus. in ten days.

Mason City, Ia.—Mgns. of elvtr. companies from Winnebago, Hancock, Franklin, Mitchell, Butler, Worth, Floyd and Cerro Gordo counties held a conference May 16, with E. R. Stock, of Aredale, in the chair, and discussed matters relating to the trade, which were not, however, given out to the public.

Cooper, Ia.—Merton A. Johnson succeeded me as agt. of the Neola Elvtr. Co.—F. D. Linder, of Albert City.

Marshalltown, Ia.—The elvtr. managers group of the Marshalltown district of the Farmers Grain Dealers Ass'n of Iowa met here recently and elected W. J. Lynch, mgr. of the Farmers Elvtr. Co. of Green Mountain, chairman of the district organizations. The managers spent the greater part of the session in discussing the general problems which confront the farmers' co-operative elvtr. More elaborate plans were made for the next meeting, which will be held here the second or third week in July.

Inspecting scales in an automobile is much more joyous than making the rounds by train, according to E. J. Nolan, scale inspector for the Western Grain Dealers Ass'n, who has lately adopted gasoline as a means of travel. He finds the automobile both practical and economical, not to mention the saving of time formerly lost in waiting for trains and the additional inconvenience of superintending the drayage of test weights at the stations. During the latter part of Apr. he visited 62 towns with automobile and inspected and repaired 80 scales, which is much better, he declares, than he could have done had he been obliged to depend on trains.

KANSAS.

Padonia, Kan.—Jack Roberts is building an elvtr.

Winona, Kan.—I have located at Yuma, Colo.—W. S. Fritts.

Holton, Kan.—J. C. Leeth has bot the elvtr. of Otto Grove.

Wheaton, Kan.—J. S. Force has succeeded the Force Elvtr. Co.

Spring Hill, Kan.—J. S. Null's new elvtr. will be completed in time to handle the new crop.

Pendleton sta., Paola p. o., Kan.—Protzman & Protzman will erect an elvtr. on the Frisco.

Liberal, Kan.—W. O. Woods is having his elvtr. overhauled by the P. H. Pelkey Constr. Co.

Stockton, Kan.—Work has started on the 25,000-bu. elvtr. to be erected by Frank Montgomery.

Greensburg, Kan.—S. L. Gamble has gone to Texas County, Okla., to take up a claim.—W. E. Gamble.

Neosho Rapids, Kan.—John Sattler has let contract to the P. H. Pelkey Constr. Co. for the erection of an elvtr.

Hudson, Kan.—Gus Witt has not sold his elvtr., but is not operating it.—The Stafford County Flour Mills Co.

McPherson, Kan.—The Board of Trade will place a powerful searchlight on the top of the elvtr. of Colburn Bros.

Hazleton, Kan.—Vosburg & Bridges have purchased the two elvtrs. here formerly owned by Kelly Bros. Grain Co.

Garfield, Kan.—The Garfield Co-operative Co. has completed its office building and has installed a steel construction scale.

Abilene, Kan.—The Farmers Elvtr. Co. has let contract to the Central Constr. Co. for the erection of an elvtr. to cost \$4,700.

Abbyville, Kan.—The Tabb Grain Co., of Hutchinson, has let contract to Haden Bros., Morley & Plott for the erection of an elvtr.

Rock, Kan.—The Conklin Grain Co., of Douglass, which will erect an elvtr., has secured a site.—Wm. W. Lockwood, of Winfield.

Coffeyville, Kan.—The B. Strong Grain Co., of Conway Springs, has established a branch office, with H. H. Cadwalader as mgr.

Marion, Kan.—Karl Ehrlich will erect an elvtr. and install up-to-date machinery and equipment for handling grain on a large scale.

Courtland, Kan.—The elvtr. of C. O. Ainsworth was hit by lightning on the night of May 11, with no more damage than that caused by a small and easily extinguished blaze.

Rock, Kan.—Plans are being drawn by the P. H. Pelkey Constr. Co. for the elvtr. to be erected for the Conklin Grain Co., of Douglass.

Wilmore, Kan.—Work has been started on the elvtr. being erected by Haden Bros., Morley & Platt for the Tabb Grain Co., of Hutchinson.

Englewood, Kan.—Edmisson Bros. have let contract to the P. H. Pelkey Constr. Co. for the installation of some machinery in their new elvtr.

Faulkner, Kan.—The Rea-Patterson Grain Co., of Coffeyville, has let contract to the P. H. Pelkey Constr. Co. for the erection of an elvtr.

Elsmore, Kan.—The report that the elvtr. of J. M. Samuel was damaged by fire recently is incorrect, as that plant is in good condition and doing a heavy business.

Chapman, Kan.—The Farmers Mill & Elvtr. Co. has been organized; capital stock, \$12,500; officers, Walter Hollinger, pres.; J. W. Schoffner, vice-pres.; J. H. Taylor, sec'y; O. T. Thisler, treas.

Wichita, Kan.—Paul Noble, present mgr. of the Kinsley Mfg. Co., Kinsley, Kan., will be in charge of the branch house which will be opened June 1 by the Moffatt Commission Co., of Kansas City, Mo.

Greensburg, Kan.—The Greensburg Mill is building a modern elvtr. to be operated by Robert Bally. The O'Neil, Kauffman Pettit Co. has installed a 6-ton wagon scale. —W. E. Gamble, agt. O'Neil-Kauffman Pettit Co.

Louisburg, Kan.—M. Reed, veteran grain and feed dealer, died in January at the age of 74, after being in business 42 years. He is succeeded by the Louisburg Elvtr. Co., under the management of E. Reed, the change occurring last fall.—Louisburg Elvtr. Co.

Halstead, Kan.—The Halstead Mfg. & Elvtr. Co., which is improving its property, has moved its warehouse and storage department across the Santa Fe side tracks, opposite the mill, to make room for the erection of a two-story building which will be a part of the mill proper.

Baldwin, Kan.—We have our elvtr., which is in process of erection, all completed with the exception of the roof and expect to be ready to operate in 20 days. Our machinery, with a few exceptions, is all bot.—J. N. McKinney and Chas. A. Brown, proprietors of the Farmers Mill & Elvtr. Co.

Towanda, Kan.—The elvtr. being erected here by me is designed especially for handling broom corn and has a capacity of 6,000 bus., iron clad, brick powerhouse equipped with 12-h. p. gasoline engine, 5 bins with service bin for supplying grinder; located on the Mo. Pac.—G. E. Garrison.

Peck, Kan.—The recently organized Peck Grain & Supply Co. has let the contract for an elevator to the P. H. Pelkey Construction Co. for the erection and equipment of a modern house, iron clad, with a Richardson Automatic Scale, Eureka Cleaner, grinder, manlift, 12-h. p. engine and the complete Hall system. Work will be begun immediately.

Kansas City, Kan.—The 25,000-bu. elvtr. of the Alfred Weston Elvtr. Co., flour and feed dealers, burned May 6 with a loss of \$35,000, partly covered by insurance, the fire starting from some unknown cause in the engine room and spreading with ungovernable fury, to such an extent that a stock of flour belonging to the Solomon Valley Mfg. Co., stored in an adjacent warehouse, was also destroyed, with a loss of \$25,000.

KENTUCKY.

Uniontown, Ky.—An up-to-date wheat warehouse will be erected by the Wabash Elvtr. Co.

Lexington, Ky.—W. M. Peak has brot suit to recover \$162.20 from Chambers Logan, R. S. Logan and J. M. Haggins, alleging that amount as unpaid on 525 bus. of wheat sold and delivered to the defendants in August, 1910, only part payment having been made.

LOUISIANA.

NEW ORLEANS LETTER.

Receipts of grain at New Orleans during April included 32,000 bus. of wheat, 29,000 of corn, and 181,000 bus. of oats; compared with 26,000 bus. of wheat, 356,100 of corn and 124,000 bus. of oats, received in Apr., 1911. Shipments for the month included 49,336 bus. of wheat, 130,270 of corn, and 1,397 bus. of oats; compared with 24,535 bus. of wheat, 557,212 of corn, and 5,614 bus. of oats, shipped in Apr., 1911.—H. S. Herring, sec'y Board of Trade.

Exports of grain in April included 77,250 bus. of wheat, 161,264 of corn and 1,581 bus. of oats; compared with 25,869 bus. of wheat, 539,512 of corn and no oats exported in April, 1911. The total amount exported since Sept. 1, 1911, included 454,502 bus. of wheat, 3,356,754 of corn and 29,614 bus. of oats; compared with 113,175 bus. of wheat, 5,866,296 of corn and no oats exported in the corresponding period of the preceding year.—W. L. Richeson, chief grain inspector Board of Trade.

In spite of the disastrous flood of the Mississippi and Atchafalaya rivers, which has put about twenty parishes of Louisiana under water, the local grain market was not so bad the past few weeks. Although there were no carlot shipments made, the demand for small lots was sufficient to give a more than average aggregate of sales. The country trade was bad. Through southern and central Louisiana, where before the flood business prospects were good and heavy orders had been placed, cancellations were received on account of high water.—K.

MARYLAND.

BALTIMORE LETTER.

Creditors of Walter Kirwan have been notified by Referee Myers that a payment of 100% will be made on claims by Frederick C. Colston, trustee, after May 30.

Herbert Sheridan, traffic mgr. of the Chamber of Commerce, has been appointed a member of the Commission on the City plan by Mayor Preston. Geo. S. Jackson is also a member.

Pres. Meyer has named Chas. England as councillor of the Chamber of Commerce in the recently formed Natl. Board of Trade, organized in Washington, in response to the call of Sec'y of Commerce & Labor Nagel.

Judge Elliott of the Criminal Court has stricken out the three year sentence of Harry C. Hindes, sec'y and treas. of the wrecked firm of Kirwan Bros. Grain Co., who pleaded guilty of getting money under false pretences, but has not released Hindes from jail, where he is held pending a new sentence. It is now that that he will appear as a witness for the state in the trials of T. Emory and Walter Kirwan, the other members of the defunct firm.

Pembroke W. Pitt, one of the partners of the wrecked grain firm of Pitt Bros. & Co., who disappeared Nov. 2, the day before the indictment charging him with obtaining money on forged Bs/L, was returned, was arrested as he left the steamer Niger at Naples, Italy, and will be brot back to this city by Detective Kahler on the Carpathia which is due in New York May 28. Detective Kahler has been one of a score of detectives who have trailed Pitt since his disappearance, the chase extending thru the Carolinas, Florida, Cuba, Honduras, New York, Italy, Spain, Egypt and Greece. Pitt was accompanied by his wife and disguised himself with a false beard. He had embarked for Constantinople, but was turned back on account of the closing of the Dardanelles, when apprehended.

MICHIGAN.

Alma, Mich.—Ammi W. Wright, a pioneer grain man and well known millionaire capitalist, died recently.—F.

St. Johns, Mich.—The Iseman & Parrish Stock Food Co. of Hillsdale will move its plant to this city, and receive a bonus of \$10,000.

Albion, Mich.—The Patterson-Noyes Grain Co. is out of business.

Richland, Mich.—Morris Kent & Co. of Kalamazoo has bot the elvtr. of Knappen & Son but will not take possession for some time.

Monroe, Mich.—A 100,000-bu. concrete elvtr. will be erected by the Amendt Mfg. Co. A sprinkler system will also be installed in the mill.

Grant, Mich.—Milton W. Osborn, senior member of the grain firm of Osborn Bros., has retired and the business will in future be conducted by his brother, John Osborn.

Sunfield, Mich.—The Sunfield Elvtr. Co. has been incorporated with a capital stock of \$14,000 and has bot the elvtr. of J. H. Palmer & Co. Geo. Triphagen of Mulliken will be mgr.

Nashville, Mich.—Willard Viemaster and John Martin of Bellevue have bot the elvtr. of J. B. Marshall, who is retiring from active business after 23 years in the grain trade. W. H. Ackett will remain as mgr. of the elvtr.

Detroit, Mich.—We have opened a brokerage and commission office in the Chamber of Commerce. C. A. Burks, who has just been admitted to membership in the Board of Trade here, will be in charge.—C. A. Burks & Co., Decatur, Ill.

Linwood, Mich.—The recently incorporated Linwood Farmers Elvtr. Co. will build an elvtr., starting work June 1. It will be an up-to-date building and will be equipped with corn sheller, feed mill, grain cleaner, automatic scale, hopper scale, belting, transmission rope and a gasoline engine.

Ithaca, Mich.—The Farmers Elvtr. Co., incorporated; capital stock, \$25,000; officers, A. J. Dickens, Ithaca, pres.; James Gibbs, Newark, vice-pres.; B. M. Coggin, Emerson, sec'y; Bert Mellinger, No. Star, treas., and Wallace Green, mgr.—F. They have purchased the Independent Elvtr. owned by the Alma Grain & Lbr. Co., paying \$15,000.

Grand Rapids, Mich.—Adrian A. Brummeler has bot a half interest in the grain and seed firm of the Gaiser-Dean Co., and will devote his time to the new firm, which will be known as the Gaiser-Brummeler Co., retaining his interest in the Brummeler-Van Strien Co., but retiring from active management of it. The Gaiser-Dean Co. has been doing business in the same building for more than 20 years.

Morrice, Mich.—F. M. Towner, owner of the Towner Elvtr., has made arrangements with C. P. Halligan of the horticulture dept. of the state college of agri., to have the grounds around the elvtr. and the adjoining Grand Trunk grounds laid out and beautified by shrubs and plants. A force of students from the college will do the work under Mr. Halligan's direction and the F. M. Towner Co. will bear all the expense.

MINNESOTA.

Oakland, Minn.—The elvtr. of the Hunting Elvtr. Co. has been closed for the season.

Grove City, Minn.—The recently incorporated Farmers' Elvtr. Co. will build an elvtr. this summer.

Avoca, Minn.—The elvtr. of the Benson Grain Co. will be moved to a new location.—S. M. Granger, Kasota.

Mazeppa, Minn.—The elvtr. of the Mazeppa Farmers' Elvtr. Co. was closed May 10 on account of financial difficulties.

Lake Wilson, Minn.—The old elvtr. of Hubbard & Palmer Co. will be torn down and a new one erected on the site.

Rogers, Minn.—I am building a 20,000-bu. elvtr., doing the work myself. I will use a gasoline engine.—Mike Borck.

Ghent, Minn.—G. W. Van Dusen & Co. will erect a 25,000-bu. cribbed elvtr. at this station. T. E. Ibberson has the contract.

Lansing, Minn.—The recently incorporated Farmers Elvtr. Co. has let the contract for a 20,000-bu. elvtr. to cost \$4,000. Work will be started June 9, the building to be completed by July 20.

Darwin, Minn.—The elvtr. of the Duluth Elvtr. Co. is undergoing extensive repairs.

Stanton, Minn.—The liabilities of the Farmers' Elvtr. Co., which recently petitioned for a receiver, are \$3,000; assets, \$1,200.

Hokah, Minn.—A farmers co-operative elvtr. company is being organized at this station and a flat warehouse will be erected at once.

Evansville, Minn.—The Lang Atwood & White Co. has become financially involved and its books are being examined. A. J. Lang is mgr.

Kasota, Minn.—We have recently installed motors and are running the grain cleaning house with them.—S. M. Granger, mgr., Hubbard & Palmer Co.

Chandler, Minn.—We are building an addition to our present elvtr., 24x27 ft., 12 ft. post, in which we will handle feed and seed. It will cost us about \$500.

Varco sta., Austin p. o., Minn.—I have bot the interests of E. G. Tompkins in the firm of Brooks & Tompkins and will operate under my own name.—A. C. Brooks.

Duluth, Minn.—During April Leo J. Teske was admitted to membership in the Board of Trade and C. K. Templeton withdrew from membership.—Chas. F. Macdonald, sec'y.

New Ulm, Minn.—The New Ulm Roller Mill Co. recently bot the mill property of the defunct Hanska Mfg. Co., which it has been leasing for an elvtr., paying in the neighborhood of \$5,000 for the building.

Lintonville, Minn.—The elvtr. of the Osborne McMillan Elvtr. Co. was struck by lightning and part of the roof burned off. The local fire dept. succeeded in putting out the blaze with little damage.—W. A. Bast, agt., Atlantic Elvtr. Co.

Gibbon, Minn.—Fire from a hot journal in the cupola of the elvtr. of the Security Elvtr. Co. recently damaged the upper part of the elvtr., but firemen succeeded in putting out the flames and saved the company from a large loss.

Gillfillan sta., Morgan p. o., Minn.—We will move part of the elvtr. at this station to some other point not yet selected and remodel it, making us another house. During the recent severe storm the large corn crib was moved three feet on the east end and the east elvtr. was moved 8 inches to the north. As the sills are decayed, it will not pay to put it back in place again, and so it will be moved and remodeled. Many shingles were blown off, but that is about all the damage done.—F. H. Hartwick, agt. G. L. Meine & Co.

Receipts of grain at Duluth during April included 5,683,628 bus. of wheat, no corn, 2,005,637 of oats, 196,436 of barley and 2,515 bus. of rye, compared with 779,906 bus. of wheat, 7,146 of corn, 75,391 of oats, 280,725 of barley and 480 bus. of rye received in April, 1911. Shipments for the month included 5,320,749 bus. of wheat, no corn, 1,423,435 of oats, 324,988 of barley and 27,715 bus. of rye; compared with 1,235,917 bus. of wheat, 400,294 of corn, 369,037 of oats, 523,884 of barley and no rye shipped in April, 1911. Chas. E. Macdonald, sec'y Board of Trade.

MINNEAPOLIS LETTER.

W. G. Gooding has been admitted to membership in the Chamber of Commerce —John G. McHugh, sec'y.

Elvtr. T. operated by the Minneapolis Seed Co. has been declared "regular" under the rules of the Chamber of Commerce.

Hans Sorenson, of the Sorenson Grain Co., of Duluth, has made application for membership in the Chamber of Commerce.

T. S. Joseph, formerly mgr. of the mill feed dept. of Loftus-Hubbard Co., has opened an office in the Corn Exchange Bldg., and will conduct a mill-feed and flour business.

Chas. W. Gates, son of the late Jno. W. Gates, paid \$3,640, May 15, for a membership in the Chamber of Commerce. Mr. Gates has just purchased a summer home in this city and will spend much of his time here.

The Interstate Grain Co. is making repairs on its elvtr. and installing 5 elvtr. legs, new cleaners, new sweeping system. The capacity of the house will be increased and new tracks will be laid thruout. T. E. Ibberson has the contract for the work.

A more rigorous policy in regard to the solicitation of grain shipments will be pursued in the future by the directors of the Chamber of Commerce. Members of the Exchange soliciting grain must be provided with a traveling man's license issued by the ass'n.

The annual meeting of the Natl. Ass'n of Mgrs. of Farmers Elvtr. Co's. will be held in this city June 19 to 21. Sec'y Iver S. Henjum, of Hartford, S. D., has been in the city and has made arrangements for headquarters at Hotel Rogers. The assembly room of the city hall will be the meeting place and the visitors will be entertained by the Chamber of Commerce and the Commercial Club.

The directors of the Chamber of Commerce recently investigated a rumor that grain brokers whose names were not mentioned, were violating the regulations of the organization by dealing in futures after the closing of the market, but no definite action was decided upon, according to Pres. Marfield. It was that best, however, to post the following warning, which appeared May 8, on the bulletin board of the Chamber: "At a meeting of the board of directors the report that trading in futures continued after the close of the market was considered. Members are warned that the transaction of any new business, or execution of any new orders whatever, after the closing bell taps, is forbidden. Members found guilty of violating this regulation will be promptly disciplined. The regulation provides for commission men who have incomplete deals on hand when the closing bell taps. Fifteen minutes are allowed for the adjustment of such transactions

MISSOURI.

Glasgow, Mo.—The Glasgow Mfg. Co. is building a 40,000-bu. elvtr.

Forest City, Mo.—The Turner Bros. Elvtr. Co. will build an elvtr. at this station.

Hughesville, Mo.—The Farmers Elvtr. Co. will have its elvtr. overhauled by J. A. H. Whaley.

Stanberry, Mo.—The P. D. Blake Grain Co., of Salisbury, is building a 10,000-bu. elvtr. at this station.

Hollister, Mo.—I am going back to the mill and elvtr. business again as soon as I find a good opening.—Frank M. Smith.

Arkoe, Mo.—Burglars took \$15 in cash, valuable papers and checks from the safe of Leet & Wamsley during the night of May 14.

Houstonia, Mo.—F. H. Tuck will build a 14,000-bu. iron-clad elvtr., up-to-date in every respect, adopting plans drawn by J. A. H. Whaley.

Princeton, Mo.—The Farmers Elvtr. & Supply Co. has just commenced work on its new elvtrs. at Princeton, Newton, Harris and Mercer. The Murphy Mfg. Co. will furnish the machinery and Morley Bros., Haden & Plott are the builders.

Ferguson, Mo.—Wm. F. Parsons, successful grain merchant and member of the St. Louis Merchants Exchange, committed suicide May 8, by shooting himself in the mouth as he sat on a bench in Forest Park. The body was identified by letters found in his pocket. No motive is known for his act, the only explanation being the following note: "Forgive me for what I am doing. You don't know how I have suffered." He was about 60 years old.

KANSAS CITY LETTER.

I am still in the grain business.—Henry Lichtig, mgr. United Grain & Mfg. Co.

B. Strong Grain Co. will open an office in the Gibraltar Bldg. G. N. Cosley will be mgr.

W. W. Simmons will succeed A. J. Mann as traveling representative for the Ernst-Davis Grain Co.

J. C. Robb has formed a partnership with W. G. Ditts, Jr. The new firm have offices in the Board of Trade bldg.

S. J. Owens, formerly mgr. of the Farmers Grain & Supply Co., at Hastings, Neb., is now traveling for the A. D. Wright Commission Co.

O. P. Hollis, for many years with A. C. Davis & Co. and formerly with Williamson, is now traveling representative for A. C. Davis & Co.

H. D. Hayward, for a number of years with Hall-Baker Grain Co., will be in charge of the cash grain dept. of E. G. Rall Grain Co., after June 1.

Preparations to handle the largest wheat crop ever raised in Kansas and Oklahoma are being made by all the grain dealers of the city.—L. A. K.

A. J. Mann and Robert Y. Smith have formed the Smith-Mann Grain Co., which will succeed the R. Y. Smith Grain Co. The new firm has an office in the Board of Trade Bldg.

Operators in the grain pit of the Board of Trade were startled when a piece of plaster fell from the ceiling which is about 50 ft. high, one day recently. Fortunately no one was seriously injured, C. E. Lathrop being the only victim. He was struck on the wrist, but was able to continue on the floor.

Confusion has resulted from the announcement that James Russell had recently sold his membership in the Board of Trade, many thinking the seller James N. Russell, of the Russell Grain Co. This is not the case, the James Russell selling the membership being a grain buyer for a local mill.

The \$100,000 damage suit brot by J. Sidney Smith, against the trustees of the Harroun Grain Co. for malicious attachment was dismissed in Judge Porterfield's court, May 23, following a compromise on other suits against Mr. Smith who paid the trustees \$10,000, ending all litigation in which 15 attorneys were concerned.

The final hearing of the Missouri river grain elevation case was held in this city May 10, before Commissioner A. B. Pugh of the Interstate Commerce Commission and local elvtr. men, Board of Trade officials and H. G. Wilson, transportation commissioner of the Commercial Club, ably defended the allowance of 3/4c per cwt. granted by the railroads in the past. It is expected a decision will be reached July 1.

ST. LOUIS LETTER.

R. A. Ruemeli has applied for membership in the Merchants Exchange.

The Burlington Grain Elvtr Co. has let contract to John S. Metcalf & Co., for the overhauling and remodeling of its elvtr.

The following members disposed of their membership certificates in the Merchants Exchange during April: Ashley Cabell, Elias S. Gatch, Patrick Mulcahey, A. M. Eddy, Alexander Hamilton and E. W. Mueller.—Eugene Smith, sec'y.

The following have recently been admitted to membership in the Merchants Exchange: Angus A. Clark, Arthur W. Schultz, J. L. Amos and Louis P. Hooss. Memberships recently transferred are Chas. Rippin, Geo. S. Hayes, R. C. Kerens and Leslie J. Schwabacher.—Eugene Smith, sec'y.

Claus H. Albers, pres. of the C. H. Albers Commission Co., died May 7, of nephritis. Mr. Albers was 76 years old and was one of the oldest and most respected members of the Merchants Exchange, having been on the membership roll for 40 years. He became a resident of this city in 1873 and achieved success in the grain trade. Twice he suffered business reverses, but settled agreeably with his creditors, and when fortune smiled on him again he called them all to a banquet and paid each one of them the balance due from the commission company. He was known and loved for his great silent charity to those less fortunate than himself. His wife has been dead for 15 years, and he is survived by one son, Clifford H. Albers and two daughters, both of whom are married.

The members of the Merchants Exchange voted May 14, to appropriate \$2,000 for the Crop Improvement Movement, the directors authorizing the appropriation at a meeting held on the same date.—Eugene Smith, sec'y. The vote stood 224 for and 114 against the allowance.

John Dower, supervisor of the dept. of weights of the Merchants Exchange, reports that there were received at St. Louis during April, 234 cars with leaking grain doors, 27 leaking over grain doors, 1,038 with leaking boxes, 41 with leaking end windows, 642 cars not sealed, 104 with end windows not sealed and 27 with end windows open.

The bill asking an amendment to the city ordinance governing weights and measures recently urged by the dept. of weights of the Merchants Exchange, has been passed and the Exchange will now be allowed to weigh grain, feed and hay and unload on team tracks. A public scale was established by the Exchange May 14 for the team tracks of the Compton avenue yard of the Terminal Railroad Ass'n at the scales of the Merchants Ice & Coal Co., the weighing fee being 15c a wagon load. It is under the supervision of the dept. of weights and Merchants Exchange certificates will be issued on the basis of the weights on this scale. Shippers of grain to this market who desire the official certificates of weight of the Merchants Exchange, should be careful to instruct their St. Louis representatives in regard to the matter.

MONTANA.

Dodson, Mont.—An elvtr. will be built at this station by the St. Anthony & Dakota Elvtr. Co.

Miles City, Mont.—The Lytle Elvtr. Co. has increased its capital stock to \$100,000 and will erect additional elvtrs. along the N. P.

Ryegate, Mont.—J. A. Black has the material on hand for his 30,000-bu. elvtr., which will be 34x32 ft. He will commence work at once.

Clyde Park, Mont.—An elvtr. will be erected at this station by a Minneapolis elvtr. company. The same company will also build at Wilsall.

Sandstone sta., Terry p. o., Mont.—Sandstone Elvtr. Co., incorporated; capital stock, \$6,000; pres. Eugene Kearney. The company will build at Plevna and Westmore.

Lewistown, Mont.—The Montana Elvtr. Co. of this city, now operating a number of elvtrs. in the basin, has announced that it will at once put up elvtrs. at Twodot, White Sulphur Springs, Oka, Martindale, Judith Gap, Ryegate and Lavina.

Bridger, Mont.—We need an elvtr. here badly, only one small elvtr. in this valley which is 5 miles wide and 60 miles long, and that is 7 miles north of us. The business men here would lend any reasonable assistance to a good grain man. At present the merchants all buy grain and it is very unsatisfactory to all concerned.—Baldwin Lbr. Co.

Dillon, Mont.—The Inter Mountain Mfg. & Elvtr. Co., of Salt Lake City, has been considering the advisability of erecting an elvtr. at this station for some time and has now all but completed negotiations for a site for an up-to-date plant. G. C. Rigby, agt. for the company, has been in town for the last 10 days, figuring on the proposition. The elvtr. will be large and will have track connections with the Short Line main tracks. The same company is also talking of building at Bond.

Dixon, Mont.—Capt. D. M. Roberts and Frank M. Pearson, of Missoula, are interested in the organization of the Dixon Transportation Co., which, in addition to operating a line of boats and grain barges on the Flathead river between this city and Sloan's ferry, will build an elvtr. at this station. The company will be incorporated at once and it is hoped to have the boat line running by July 15, with the barges on hand in plenty of time to handle the grain harvest, which with an average crop, amounts to 400,000 bus.

Dillon, Mont.—The Montana Merc. Co. and the Dillon Implement Co. were recently the victims of the comparatively easy swindling method of forged Bs/L. March 20 both firms received an inquiry from A. Y. Wilson, Santa Ana, Cal., for samples and prices of oats and later, having sent the information desired, received an order for two and three cars respectively. Shipment was made and the consignors forwarded invoice and description of shipment to Wilson, sending Bs/L with sight draft attached to the First Natl. Bank of Los Angeles, with instructions to notify him of their receipt. The bank, however, wired the two companies that they were unable to locate consignee and were in turn wired instructions to turn the bills over to M. L. Davidson, who, upon inquiry at the freight office, found that two of the cars of the Dillon Implement Co.'s shipment and one of the Montana Merc. Co.'s had been delivered. Mr. Davidson insisted that the cars were delivered without the proper Bs/L, but was informed that Wilson had presented Bs/L properly filled out and indorsed with the stamp of the First Natl. Bank of Los Angeles. Investigation showed that Wilson had procured blanks and filled them out from the data in the invoice, stamping them paid with a bogus stamp. The transaction netted him about \$3,000. J. E. Farrell, auditor for the San Pedro, Los Angeles & Salt Lake R. R. Co., after examining the original Bs/L, stated that the consignors would be immediately reimbursed for the value of the shipments delivered by the railroad company's agts. on the bogus bills, the carrier bringing suit to recover the amount from the final buyers.

NEBRASKA.

Jackson, Neb.—The Atlas Elvtr. Co. has let the contract for a 30,000-bu. cribbed elvtr. to T. E. Ibberson.

Swanton, Neb.—A. H. Chaloupka has bot the elvtr. of C. M. Bailey and will continue the business.—Chris. Avery.

Juniata, Neb.—The Juniata Grain & L. S. Co. is tearing down its old elvtr. and will build a new one. G. H. Birchard has the contract.

Deweese, Neb.—H. F. Welsn is improving his elvtr. The raising of his head house 10 ft. should assist greatly in loading out cars.—A. R. Hicks, mgr. Foster Grain Co.

Chalco, Neb.—We have taken down the old elvtr. and are going to rebuild at once, erecting a 15,000-bu. house with all modern improvements. G. H. Birchard has the contract.—Robt. W. Jaerk, mgr. Chalco Elvtr. Co.

Muriel sta., Hastings p. o., Neb.—The Stromer Grain & Supply Co. has remodeled its elvtr., installing up-to-date cleaning and handling machinery. The improvements amounted to about \$2,000. J. F. White is mgr.

Omaha, Neb.—The Maney Elvtr. Co. will build another elvtr. on a lot recently purchased for \$5,400 from the Train Terminals, adjoining the site of its present plant, the capacity of which will be increased from 100,000 to 200,000 bus.

Phillips, Neb.—We are rebuilding our 30,000-bu. hopper receiving scale into the top of our elvtr., so as to be able to load directly into cars and are also remodeling our coal bins and making repairs.—C. E. Coffey, mgr. Phillips Grain Co.

Howe, Neb.—Our elvtr. containing a little over 3,000 bus. of corn and some oats burned about 6 p. m., May 15. Building and contents were a total loss; fully covered by insurance. We will rebuild immediately, putting up a 10,000-bu. house.—E. A. Rhodes, of the Howe Elvtr. Co.

NEW ENGLAND.

Marlboro, Mass.—Jno. W. Raymond is building an addition to his grain plant.

Hinsdale, Vt.—The W. N. Potter Grain Co. is now doing business at this station.

Palmer, Mass.—The Palmer Grain Co. has bot the business of A. D. Thomas. Thos. McCrea is mgr. for the new company.

New Haven, Conn.—Philo B. Tuttle, 79 years old, died May 12, after a lingering illness. For over 20 years he conducted a grain business, retiring 15 years ago.

Winsted, Conn.—M. D. Leonard & Co., of Waterbury, has bot the grain business of F. Woodruff & Sons, who have been in the grain trade here for the last 40 years. C. H. Leonard will be mgr.

Pittsfield, Mass.—The Cook Supply Co. and Viets Co., grain firms, and Bartlett Bros., lumber dealers, suffered a loss of \$30,000 in a fire which damaged the old Boston & Albany repair shops, now occupied by them.

New Haven, Conn.—Abner Hendee, the well-known grain dealer, is seriously ill. He has been in poor health for some time, but continued to attend to his business up to May 9, when he was suddenly stricken. His condition since has been serious.

Worcester, Mass.—Edward A. Cowee, one of the largest grain and hay dealers in the county, died suddenly May 22, from broncho-pneumonia. Mr. Cowee caught cold early in May and the suffering from a severe cold, attended to his business as usual, being suddenly stricken. He was 54 years old.

Augusta, Me.—The Fuller-Holway Co. has completed the new block which it decided to erect when it added the grain business to the wholesale grocery interests. The new building is 115x56 ft. and the south end, five stories, is used for the grocery business of the firm. The north end is used for a grain mill and elvtr., which is 33 feet higher than the main building and contains 28 grain bins with a total capacity of 30,000 bus. of grain. The mill is equipped with the latest improved machinery and has a capacity of 2,000 bus. of finished product per day. The power is furnished by 15 general electric motors. The arrangement for loading and unloading cars is particularly expeditious, provisions being made, by means of a double track, so that six cars can be handled at one time.

NEW YORK.

Ogdensburg, N. Y.—The first cargo of grain was recently elevated at the new steel and concrete elvtr.

Victor, N. Y.—The steel grain tanks to be erected by the Victor Mfg. Co., in connection with the new mill they are building, will be set away from the rest of the plant. Wm. Smith has the contract.

Williamsburg, N. Y.—John Kerwin, for many years in the grain and feed business, was asphyxiated May 17, his death being due to a leak in a gas heater. He retired from active business several years ago with a fortune. He was 73 years old at the time of his death.

New York, N. Y.—The following nominations have been made by the nominating com'tee of the Produce Exchange: Pres., Jno. Aspegren; vice-pres., J. Ward Warner; treas., E. C. Rice; board of mgrs. to serve two years, Walter B. Pollock, E. G. Broenniman, A. M. Pentz, E. T. Cushing, Jerome Lewine and Arthur Dyer.

New York, N. Y.—Samuel Stenson, for many years prominent in the grain trade as a member of H. B. Hebert & Co., for years one of the largest buyers of grain for exporters, died recently of heart disease. Mr. Stenson was 66 years old and for the last few years had not been in active business on account of illness.

New York, N. Y.—About 650 members of the Produce Exchange and their friends attended the commemoration banquet of the Exchange at the Hotel Astor, May 15. Pres. Edward R. Carhart, in his opening address, gave an interesting account of the activities of the Exchange in the 50 years of its existence. Jno. Barrett, director general of the Pan-American Union, spoke of the importance of the Latin-American trade to this country now made possible by the Panama Canal and urged all business men to prepare for it. Major E. C. DeKay, military sec'y to Gov. Dix, presented the Exchange with the pen with which the governor signed the recent bill enlarging the powers of the arbitration com'tee of the

Exchange, making it a lawful com'te to arbitrate business matters in dispute. Other speakers were Hon. I. Franklin Russell, chief justice of the court of special sessions; Rev. Jno. P. Chidwick, of the battleship Maine, and Rev. Edward S. Young. During the dinner, Pres. Carhart was presented with a silver service by Frank A. Ferris, on behalf of the members in appreciation of his excellent administration. The dinner was highly successful in every respect and reflects great credit to Jno. Aspergren, chairman of the com'te of arrangement and his able assistants.

New York, N. Y.—Gibson Oliver, of Albany, former treas. of the defunct Durant & Elmore Co., pleaded not guilty to the charge of procuring money on fraudulent Bs/L, May 6, before Judge O'Sullivan in the court of general sessions and was released on \$20,000 bail. The charges against him have been brot by Knight & McDougal and Otto Keusch, both grain commission men and members of the Produce Exchange. The total amount of transactions resulting in Oliver's arrest is alleged by the investigators to reach the neighborhood of \$1,000,000.

BUFFALO LETTER.

The following officers of the Corn Exchange were recently elected: Chas. Kennedy, pres.; Geo. P. Urban, vice-pres.; Wm. J. Heinold, treas., and Fred E. Pond, sec'y.

The report of the Western Elevating Ass'n for the season of 1911, gives the total number of bus. of grain shipped out of elvtrs. as 117,848,369, of which 11,458,690 bus. were carried thru the Erie Canal.

The grain drier steamer Helena, of the Armour Grain Co., of Chicago, has been sent to this port to take care of the damp Manitoba wheat, which has been rushed to this market and is not in a condition to stand a long haul.

The Jewett Refrigerator Co., of this city, has bot the elvtr. property of H. G. Anderson at Bridgeburg, Ont. Mr. Anderson has been in the grain business at that point for the last seven years, but will in future devote his time to his grain and feed business here.

A reinforced concrete mill and elvtr. will be erected at this port by the Standard Mlg. Co., of New York City. The elvtr. will have a capacity of 120,000 bus. and a handling capacity of 6,000 bus. per hour. The plans and specifications were prepared by the A. E. Baxter Eng. & Appraisal Co. The contract for construction will be let in a few days and work rushed to completion.

After several months of careful investigation, United States Attorney O'Brian is of the opinion that there are no grounds upon which action for violation of the law against restraint of trade can be brot against the Corn Exchange and has announced this as his decision. The investigation was made as a result of a suit brot against the Exchange by R. S. Patterson, of Wilkes-Barre, Pa., who alleged that he was blacklisted by the Exchange and therefore was unable to buy grain in Buffalo. The U. S. Attorney said, "We have conducted a long and thoro investigation and have come to the conclusion that the Corn Exchange has acted entirely within its rights in the matter. All the acts of the Exchange have come up on the Exchange floor and were not incidents which had any effect on interstate commerce." Mr. O'Brian also said, "The affair has been settled between the grain men and Mr. Patterson."

NORTH DAKOTA.

Elgin, N. D.—Farmers will build an elvtr.

New Salem, N. D.—Jno. Seethoff will build a mill and elvtr. here.

Shoyenne, N. D.—The Monarch Elvtr. Co. has no agt. at this point.

Colgate, N. D.—B. F. Antonsen has resigned as mgr. of the Colgate Farmers Elvtr. Co.

Coburn sta., Leonard p. o., N. D.—The recently incorporated Farmers Elvtr. Co. will build an elvtr.

DeLamere, N. D.—H. H. Hanson has taken possession of the elvtr. recently purchased from Alfred Okeson.

Maddock, N. D.—A. L. Ellingson is my successor as agt. for the Gt. Western Grain Co.—E. Nelson, Albee, S. D.

Minnewaukon, N. D.—I will be out of the grain business for a few months.—J. A. Frank, mgr. Farmers Elvtr. Co.

Huff, N. D.—The elvtr. of the Farmers Elvtr. Co., containing 5,000 bus. of grain, burned May 20. The fire started from a hot bearing.

Hillshorc, N. D.—The Farmers Elvtr. & Shipping Co. has been organized at this station, to build an elvtr. M. H. Johnson is one of the organizers.

Voltaire, N. D.—The Farmers Elvtr. Co. has closed its house for the time being. Will probably not open until fall.—Otto L. Sparks, former agt., now at Velva.

Ambrose, N. D.—B. F. Antonsen and Mr. Dittes of Minneapolis have bot the elvtr. of the Miller Elvtr. Co. and will take possession July 1, Mr. Antonsen to be mgr.

Kindred, N. D.—The new elvtr. of the Cargill Elvtr. Co., now being erected on the site of the old building which was torn down, is nearing completion and will be an up-to-date house.

Amenia, N. D.—The general offices of the Amenla Elvtr. Co., of which H. T. Chaffee, a victim of the Titanic disaster, was pres., have been moved from Duluth, Minn., to this city. C. W. Peterson, mgr., will live here.

McCluskey, N. D.—A. E. Parden has succeeded A. E. Poseley as agt. for the Occident Elvtr. Co. A. M. Wenty is now agt. for Regan & Lyness Elvtr. Co., and I am agt. of the Crown Elvtr. Co. The rest of the elvtrs. are closed.—Elof Anderson.

Bowman, N. D.—Robert H. Rippe, pres. of the Bowman Mlg. Co., died suddenly May 12, of heart failure. Mr. Rippe was a son of Henry Rippe of the Rippe Grain & Mlg. Co., with headquarters at Fairmont, Minn., and was well known to the grain men of Minneapolis and the northwest.

Leal, N. D.—The elvtr. of the Osborne-McMillan Elvtr. Co. has been closed, reopening Aug. 1. W. E. Smith, agt., has returned to his home in Bath, S. D. The elvtr. of N. J. Olsen & Sons is also closed temporarily and Agt. W. Beechan is on the road selling seed grain.—C. M. Dale, agt. Royal Elvtr. Co.

Grandin, N. D.—Work on the addition we are building to the elvtr. is progressing very rapidly and when the plant is finished we will have a very up-to-date house. The present mgr., R. F. Gunkelman, has resigned to go into business for himself at Twin Bridges, Mont. We have had the most successful year in our history.—Grandin Farmers Elvtr. Co.

Fargo, N. D.—The second trial of the case of McCarthy Bros. Co. of Minneapolis, against P. C. Heimark of Clay county, resulted in a judgment for \$600 in favor of the plaintiffs. In September, 1910, Heimark wired the McCarthy Bros. Co. to buy 5,000 bus. of wheat for May delivery and when he lost thru a slump in the market he refused to put up the required demands which are said to have included cash advanced for margins, hence the suit. The jury in the first trial last fall, after a long deliberation, disagreed.

Taft Siding, Hillsboro p. o., N. D.—The Taft Farmers Elvtr. Co. is undergoing a reorganization and will be known as The Eldorado Elvtr. & Trading Co., the change becoming effective Aug. 1. The idea in the re-organization is to strengthen the corporation and to place the dividends on the pro rata or bushel plan. There has also been some confusion in the mail with the old name, it being frequently addressed at Taft which is a post office in Billings county in the extreme northwestern part of the state. The stockholders in the new company are about the same as in the old with about 1/3 more new ones. The buildings of the former company will be used and I am still mgr.—J. S. Broberg.

OHIO.

Sullivan, O.—We have succeeded Geo. K. Atyeo.—Atyeo Bros.

Dola, O.—We have installed a No. 142 Standard Cleaner.—Western Grain Co.

Ottawa, O.—The Ottawa Grain & Elvtr. Co. has gone out of business.—Jos. Hermler.

Miamisburg, O.—The great Peerless Mills have succeeded Englemar & Waters. S. E. Waters is prop.

Osgood, O.—We are building a new elvtr. and will complete it by July 1.—Alexander Bros.

So. Loudonville sta., Loudonville p. o., O.—Levering Bros. will build an elvtr. on the T. W. V. & O.—S. S. Nau.

Fayette, O.—A farmer here tries to ship some grain but we are the only regular grain dealers.—Aungst Bros.

Rising Sun, O.—A. J. Day has been elected pres. and J. C. Yoder sec'y of the new elvtr. company at this station.

Columbus, O.—Wm. H. W. Andrews, at one time pres. of the Board of Trade, died May 15 of kidney disease at the age of 58.

Jerry City, O.—We are informed that farmers will build an elvtr. at this station.—The Huffman Grain Co., Bowling Green.

Toledo, O.—The C. H. & D. elvtr., operated by Rosenbaum Bros. of Chicago, will have a marine leg added to its many improvements.

Columbus, O.—The new 500,000-bu. elvtr. now under construction by the Barnett & Record Co. for the Gwinn Mlg. Co. will cost \$75,000.

Jewell, O.—The recently incorporated Jewell Grain Co. will build an elvtr. C. W. Palmer and J. A. Ramus are interested.—J. J. Clark, Malinta.

Mansfield, O.—Excavations have been made for the reinforced concrete elvtr. being built for the Goemann Grain Co. by John S. Metcalf & Co.

The Ohio Grain Dealers Ass'n will hold its 33d. annual meeting at "The Breakers" Hotel, Cedar Point, O., June 19 and 20.—J. M. McCord, sec'y.

Kenton, O.—Zingg Bros. & Cole is the correct name of the firm buying the elvtr. of the Harris Mill & Elvtr. Co., mentioned in the May 10 number of the Journal.

Oberlin, O.—Ward & Whitney have leased the elvtr. of the Oberlin Mlg. Co. for 10 years, succeeding A. C. Ward, who succeeded the Oberlin Mlg. Co.—Ackleson & Champney.

La Rue, O.—I took possession of the elvtr. recently purchased from Boyd & Clark April 1. A scoop shoveler is operating here. King & Markey and myself are the only regular dealers.—C. Bayman.

Jewell, O.—The recently incorporated Jewell Grain Co. is composed of farmers organized for co-operation, who will ship direct to feeders, etc., ignoring all commission men and terminal markets.—A. B.

Hamler, O.—As G. O. Cruickshank has refused the offer of the Hamler Grain & Supply Co. for his elvtr., the company will build one.—J. J. Clark, sec'y and treas. Elery Farmers Grain & Stock Co., Malinta, O.

Lockland, O.—Jno. Mueller, dealer in grain, hay and coal in the Millcreek Valley, will build an elvtr. at this station, the cost to be \$25,000. The building will be 40x124 ft., two stories in front and 68 ft. high in the rear.

Lisbon, O.—F. C. Brinsley & Co. has succeeded Willard & Brinsley, grain and feed dealers, the partnership having been dissolved by F. C. Brinsley, the junior partner taking over Mr. Willard's interest. The firm have been in business for 10 years.

Cable, O.—I have just completed improvements on my elvtr., adding some 7,000 bus. to my crib, also large feed and grinding room, installing a Sprout, Waldron & Co. mill conveyor, bins and a double cylinder 35-h. p. I. H. C. Engine with new line shaft, hangers and pulleys.—O. M. Clark.

Goes Station, O.—Walter A. Foreman has succeeded Fred Schlientz & Sons.

Cleveland, O.—Fred Coates of the Coates Co. at Chagrin Falls is reported to be the head of the recently organized Big Four Mlg. Co., which is erecting an elvtr. here on the Big Four R. R. The first product of the company will be some kind of prepared feed.

Mansfield, O.—A 75 ft. tower in the course of construction by the Goemann Grain Co. was blown down by the high wind Apr. 26, and completely demolished, causing a loss of \$600. The tower had not been fully anchored and the wind broke the guy wires.

Covington, O.—W. G. Brossenne, a grain dealer of this city, was found May 3 near a railroad bridge with a bullet hole in his head, and died soon after reaching the hospital. It is thought that he committed suicide on account of ill health and a recently injured hip. His son will continue the business.

Cincinnati, O.—At the request of the officials of the grain and hay exchange, the officers of the Chamber of Commerce directed a letter to the Ohio members of Congress, asking them to withhold their support from the McCumber bill which provides for federal inspection of grain and hay. The local trade prefer to submit the matter to the agricultural dept. and to have it formulate a system of standardization of grain and hay.

Toledo, O.—Pres. King on behalf of the members of the Produce Exchange telegraphed to Senator Burton at Washington, protesting against the passage of the McCumber Senate bill No. 233, as the Exchange believes that it will be detrimental to the farmers and the grain trade in general to change the established methods of grain inspection by making it a political measure. The Exchange is heartily in favor of uniform grades for all markets and is earnestly working toward that end.

Lima, O.—Thos. P. Riddle, sec'y of the Northwestern Ohio Hay & Grain Producers & Shippers Ass'n. says: "Most of the elvtrs. and mills in Northeastern Ohio are now posting a notice to buy grain on grade as it comes from the farmer. Nearly all the disputes heretofore has been that there was no incentive for a farmer to raise good grain, because it was dumped in with all the bad grain as well as the indifferent grain of his neighbors. We believe the time has come for this discrimination, and out of 350 members would say that over 200 of them are now posting this notice."

Monroe, O.—Walter Kyle recently brought suit against his partner, James W. Rodgers, for the dissolution of the firm of Kyle & Rodgers, operating a store in this city and elvtrs. at Oakland sta. and Monroe, and asked for the appointment of a receiver, Wm. Stewart being appointed by the court. Mr. Kyle alleged that the partners could not agree in business matters and that the interests of the creditors of the firm would be best served by the appointment of a receiver to take charge of the assets, amounting to \$11,000, conduct the business and pay claims. He placed the liabilities at \$10,000.

Sidney, O.—At the regular monthly meeting of the Commercial Club, May 6, Thos. P. Riddle of Lima, representing the state board of agri., addressed the members upon the question of increasing the productivity of corn in Shelby county. A proposition had been suggested by A. P. Sandels, sec'y of the board of agri., to have a contest in each township of the county among the young men and by so doing he believed that 1,000,000 bushels could be added to the corn crop in this county, the successful young man in each township to be given a free trip to Washington. An organization was perfected to organize the contest by the election of E. T. Custerbender, pres.; J. E. Russell, vice-pres., and L. A. Dollinger, sec'y. The Shelby County Fair Board will pay the expenses of one young man in Shelby county who can produce the greatest yield of corn to the acre and the grain dealers of the county will pay the expenses of the young man producing the second greatest yield.

St. Paris, O.—Suit to recover damages to the amount of \$196 has been filed by McMorran Bros. against the Western Union Telegraph Co., for failure to deliver a cipher message addressed to the Dolph Grain Co. at Philadelphia, directing it to sell oats at 49½c. Later the price declined and the firm lost the amount mentioned.

Eaton, O.—I have purchased the elvtr. of the Cotterman Co. from Dr. C. W. Conley, the owner to whom it belonged for about 8 weeks. On April 8 I took possession and am overhauling the plant, installing 2 10-h. p. electric motors in the place of a 30-h. p. gasoline engine, and when completed I will have an up-to-date elvtr. to be known as the Star Elvtr.—Jos. Poos.

OKLAHOMA.

Elgin, Okla.—T. F. Maloney is scooping here and also at Fletcher.

Oklahoma City, Okla.—The W. L. Perkins Grain Co. has succeeded W. L. Perkins.

Minco, Okla.—We have gone out of the grain business.—Johnson Bros. Mill & Elvtr. Co.

Okarche, Okla.—Louis Schmitt is the new mgr. of the Okarche Grain & Supply Co.

Orlando, Okla.—The elvtr. of Donahoe Bros. was struck by lightning recently. Damage small.

Oklahoma City, Okla.—C. D. Smith of Butler expects to move here and open an office July 1st.

Eddy, Okla.—The Eddy Elvtr. & Supply Co. is repairing its elvtr. and installing a Fairbanks automatic scale.

Hitchcock, Okla.—Sam Marquis is building a 20,000-bu. elvtr. on the E. & A. branch of the Rock Island.

Nash, Okla.—J. J. Gibson has succeeded Ira Swinehart as proprietor of the Nashville Farmers Grain & Elvtr. Co.

Woodward, Okla.—The Sharon Grain Co. and Bouquet & Ludwig have bot the grain business of Crowell Bros. & Teeter.

Verden, Okla.—M. S. Foster has succeeded me as agt. for the Chickasha Mlg. Co. I am now located in Canada.—H. A. Burt.

Fargo, Okla.—A. C. Brown, who recently purchased the elvtr. of the Sherman Mill & Elvtr. Co., has overhauled it and will install an automatic scale.

Tyrone, Okla.—We are putting in a Richardson Automatic Scale and a manlift, and will probably install a 15 h. p. International Gas Engine.—Riffe & Gilman.

Oklahoma City, Okla.—R. E. Robey, formerly with C. Y. Semple of this city, will engage in the grain and hay brokerage business on his own account.

Ferry, Okla.—H. L. Boyes, who recently purchased the elvtr. of E. J. Miller, successor to Geo. W. Masters, has overhauled it and installed electric power.

Tuttle, Okla.—G. M. Mell and our company are repairing their elvtrs., making ready for the new crop.—D. M. Kramer, mgr. Wheatland Grain & Lbr. Co.

Oklahoma City, Okla.—The Fischer Grain Co. has been organized by Geo. Fischer and others to do a general carlot grain business. It has offices in the Majestic bldg.

Hydro, Okla.—The 25,000-bu. elvtr. of the Farmers Grain & Elvtr. Co. burned on the evening of May 20; loss \$5,000; insurance \$1,000. Very little grain was on hand.

Woodward, Okla.—C. B. Cozart is building new elvtrs. at Laverne, Supply, May, Gate and Carmargo. They will all be equipped with Fairbanks automatic scales.

Talala, Okla.—The elvtr. of the Rea-Patterson Mlg. Co. of Coffeyville, Kan., containing a small stock of grain, was struck by lightning May 6, and burned, the loss amounting to \$2,500.

El Reno, Okla.—The elvtr. of the Farmers Elvtr. Co. just escaped burning on the night of May 21 by quick work on the part of the local fire dept. The adjacent building in which the fire started was completely destroyed.

Walter, Okla.—The Walter Mill & Elvtr. Co. has gone out of business.

Tenkawa, Okla.—G. M. Cassity will install a corn sheller and cleaner in his elvtr.

Washita, Okla.—The Moore Grain Co. of Chickasha will build an elvtr. at this station at an early date, also at Alex.

Marshall, Okla.—The Eastern Elvtr. Co. has built a new frame power house detached 10 feet, and installed a 21-h. p. gasoline engine, thus reducing its insurance rate. U. F. Clemons is mgr.

Orlando, Okla.—We had a big hail and wind storm May 7 and our elvtr. was struck by lightning, which tore a large hole in the roof, hit the elvtr. head, ran all over the cleaner and turn head and went down in the pit and lost itself in a well we have down there, doing, however, very little damage.—P. Y. Meagher, agt. Donahue Bros.

PENNSYLVANIA.

PHILADELPHIA LETTER.

Howard Gilpin, in the grain and feed business with his father, Samuel Gilpin, recently committed suicide.

Antonio Sans, president of the Commercial Exchange, has been elected chairman of the Philadelphia Bourse.

William Neiler Shoffner, one of the oldest members of the Commercial Exchange, died in this city on May 3. He was seventy-six years of age.

Two large shipments of Canadian grain left this port last week for Europe. The grain was the first to be received in this city by way of the great lakes and was transported from Canada by water and then to this city by rail. The vessels loaded at Girard Point with 216,000 bus. on one and 224,000 bus. on the other. The grain inspection dept. is making preparations for handling large quantities of wheat in the next few weeks, and to this end have changed their old quarters in the Bourse to larger and more commodious offices.—C.

The Grain Com'ite of the Commercial Exchange has requested all members of the trade to communicate to the com'ite or the sec'y of the Exchange any changes that they think are necessary in the grain trade rules. Several suggestions have been made to the com'ite and they are taking this method of presenting to the entire trade at one time all suggested changes in order that the modifications may be acted on at the same time. The changes that will be made, according to William Richardson, chairman of the grain com'ite, are those in relation to the shipping rules. Where the rules have heretofore called for "prompt," "immediate" and other indefinite terms in regard to the length of time for shipment, a definite, arbitrary number of calendar days will be specified. This change, it is believed, will obviate much of the trouble that has been caused by misunderstood time for shipments and the resulting discussions and sometimes litigation that ensues.—C.

SOUTH DAKOTA.

Wilmot, S. D.—Several car loads of grain were burned in the Security Elvtr. fire Apr. 25.

Claremont, S. D.—The Brown County Farmers Elvtr. Co. has closed its elvtr. for the season.

Goodwin, S. D.—The roof of the elvtr. of Wm. & H. E. Rohweder was blown off recently by a cyclone.

Hoven, S. D.—I have recently sold my elvtr. at this station to the Security Elvtr. Co.—E. Nelson, Albee.

Hecla, S. D.—G. W. Van Dusen & Co. have let the contract for a 30,000-bu. cribbed elvtr. to T. E. Ibberson.

Bath, S. D.—The elvtr. of the Independent Elvtr. Co. was struck by lightning May 4, but the damage was very slight.

Bath, S. D.—W. E. Smith, agt. for the Osborne-McMillan Elvtr. Co., at Leal, N. D., has returned to his home at this station, the elvtr. being closed for the season.—C. M. Dale, Leal, N. D.

Springfield, S. D.—P. J. Morrison and J. M. McCollum have bot the elvtr. of Eugene Volburn and will open June 1.

Running Water, S. D.—We have leased the elvtr. of P. Baltz, taking possession May 20.—Wagner Bros., Creighton, Neb.

Utica, S. D.—I have sold the elvtr. of the Farmers Elvtr. Co., which I recently bot at a receiver's sale, to Ed Kaney.—Adam Waloch, Lesterville.

Aberdeen, S. D.—S. E. Trask will open an office for the McCaull-Dinsmore Co., Minneapolis grain dealers, in the Citizen's Bank Bldg., and will bring his family here at an early date.

Freeman, S. D.—M. K. Hofer bot the elvtr. of Gross & Wollman. The Shanard Elvtr. Co. of Bridgewater will remodel the house at this station.—W. H. Borman, mgr. Farmers Co-op. Co.

Tyndall, S. D.—Geo. Lehr has improved his elvtr., putting in a new foundation, new driveway, and new siding, and has painted the building. He has fixed it up until he scarcely recognizes it himself.

Sec'y Cassill of the State Railroad Commission has been investigating the prospects of the elvtr. business for the coming year and reports that practically every elvtr. in the state will be open for business next fall.

Albee, S. D.—We have sold our elvtr. at this station to Gus. J. Lybeck of Souris, N. D., and he is now in possession of the plant. It was thru the "Elevators Wanted" column of the Grain Dealers Journal that the deal was consummated.—O'Leary & Cahill. E. Nelson is mgr. of the elvtr. at present.

Canastota, S. D.—We are rebuilding our elvtr. burned Feb. 4, replacing it with a 56,000-bu. house. The driveway is supported by cement walls on each side and has iron railings; it is filled in between with dirt and six inches of gravel on top. We will have a brick office and engine room with brick partitions, metal doors and cement floor. Under the elvtr. will be five inches of cement, making it rat proof. It will be iron clad with iron roof.—Wm. Meek, mgr.

SOUTHEAST.

Huntington, W. Va.—The Mootz Feed Co., incorporated to do a wholesale and retail business in grain and feeds; capital stock, \$50,000; incorporators, Wm. Mootz, C. C. Dusenberry, P. Henson, A. L. Shockey and C. W. Cottle.

TENNESSEE.

Chattanooga, Tenn.—John S. Martin, one of the oldest and best known citizens of this city, died May 6 on his 69th birthday. Mr. Martin engaged in the grocery and grain business in the early 70's, but about 10 years ago went into the grain business exclusively. He is survived by his wife, one son, and four daughters.

TEXAS.

Dallas, Tex.—We are installing cleaning, mixing and grinding machinery.—Knight Steger Grain Co.

Ft. Worth, Tex.—The Amarillo Grain & Elvtr. Co. of Amarillo has opened a branch office in this city.

Beaumont, Tex.—The McFadden-Weiss-Kyle Rice Mfg. Co. has amended its charter, increasing its capital stock from \$100,000 to \$200,000.

Groom, Tex.—The Farmers Grain & Elvtr. Co., incorporated; capital stock, \$5,000; incorporators, N. A. Stead, J. C. Echle, W. S. Willis and others.

Exports of grain at Galveston from Sept. 1, 1911, to May 1, 1912, included 56,000 bus. of wheat, 10,000 of corn and 25,713 bus. of kafir corn; compared with 7,965 bus. of wheat, 328,517 of corn and no kafir corn in the corresponding period of the previous season.—Jno. H. Upschulte, chief inspector Board of Trade.

Longview, Tex.—Our new 30,000-bu. elvtr. now in the course of construction will be in operation Aug. 1. H. B. Pitts is pres. of our company, G. A. Bodenheimer, vice-pres., and I am sec'y and treas.—J. A. Boring, Longview Mill & Elvtr. Co.

WASHINGTON.

Seattle, Wash.—Grain and hay receipts at Seattle during April included 910 carloads, compared with 821 carloads received in April, 1911. Wheat receipts amounted to 155 carloads more than during April last year.

Seattle, Wash.—The highest prices ever asked for grain bags at this time of the year are prevailing on the coast, and bag importers declare that by the time the bags are needed the high prices of 1910 will be duplicated or passed. Only 22,000,000 bags had been shipped up to the end of April, tho 38,000,000 had been contracted for delivery at that time, and it is feared that the 16,000,000 undelivered bags, together with the fact that cargo space on trans-Pacific steamships is scarce and that India bags makers are on a strike, will create a shortage. The last bags of the season must arrive from Calcutta by the end of July to be of any use. May 11 the price was 8½c.

WISCONSIN.

Monroe, Wis.—Two grain cleaning machines will be added to the new equipment of the Monroe Model Mill.

Chaseburg, Wis.—The Jno. Grund Brewing Co. has let the contract for a 20,000-bu. ironclad elvtr. to T. E. Ibberson.

Oconomowoc, Wis.—The Milwaukee Elvtr. Co. has not sold its elvtr. at this station, as was erroneously stated in this column May 10.

Bridgeport, Wis.—The mill and warehouse of the Bridgeport Mfg. Co., together with the warehouse of the Farmers Union, were burned May 19, the loss amounting to \$125,000. Both warehouses were full of wheat.

Prairie du Sac, Wis.—The Prairie du Sac Farmers Produce Co. has been incorporated and will buy the elvtr. of Meisser & Ploetz and the grain feed and stock business of W. C. Cook & Son; capital stock, \$30,000; directors, J. W. Waterbury, Henry Thoeke, Sumpter and Jno. Bannon, West Point; J. R. Carpenter is sec'y and treas., and Leonard Ploetz gen. mgr.

Janesville, Wis.—E. P. Doty is having the site of his burned mill and elvtr. cleared and will erect a fireproof feed mill which will be up-to-date in every respect, costing, machinery included, about \$8,000. Plans and specifications for the building have not yet been drawn. Mr. Doty has recently bot the site, now owning the ground upon which the new plant will stand.

Sturgeon Bay, Wis.—T. P. Silverwood, referee in bankruptcy, has ordered the property of the Door County Equity Elvtr. Co. sold at public auction by Jno. M. Perry, trustee. The grain warehouse of the company at Maplewood, with full equipment, will be sold May 25, the balance of the property consisting of a 30,000-bu. elvtr. at Sawyer and one of the same capacity in this city, together with all the personal property of the company, including bags, scales, chairs, tables, etc., will be auctioned June 1. The value of the property is \$20,000.

Madison, Wis.—For the purpose of obtaining a ruling from the Railroad Commission in Wisconsin with regard to the law passed by the Legislature at its last session to the effect that when a railway company moves carload freight from point of shipment to destination at an average rate of less than 75 miles per day, the consignee shall be allowed for unloading without car service or demurrage being assessed, additional free time equivalent to the number of days in excess of the time in which the carrier should have hauled the freight, the law becoming effective early in 1911 but not being recognized by the railroad companies, who claimed it unconstitutional,

Geo. A. Schroeder, mgr. of the freight bureau of the Milwaukee Chamber of Commerce, filed a formal complaint on behalf of the Robert Krull Com. Co., covering a case where they were obliged to pay \$4.00 demurrage on a shipment of hay which should have arrived within three days, but which was in transit for two weeks. An official hearing was held in this city Mar. 12, which Mr. Schroeder attended, presenting all of the facts from the standpoint of the shipper and asking the Commission to make a ruling as to whether or not shippers would be protected under this new law. In Mr. Schroeder's report of the proceedings he says: Mr. Vilas, attorney for the Northwestern road, made a defense on the grounds that the weather conditions were such that they should be released from the operations of the law and also stated that only a few days ago the railway companies in this state have started certain suits where parties had declined to pay demurrage charges with a view of placing the matter before the State Supreme Court for a decision as to the validity of the law, and Commissioner Roemer made the statement that if such was the case, the Commission would undoubtedly hold in abeyance any decision as to reparation claims covering demurrage charges or its rulings under the law until after the findings by the Supreme Court.

MILWAUKEE LETTER.

E. G. Hadden Co. has moved its offices to those formerly occupied by Geo. H. Russell & Co., the latter now being in the Colby-Abbot bldg.

Wallace M. Bell, the well known pres. of W. M. Bell & Co., has fully recovered from his recent illness and operation, and is again in his office.

L. J. Petit has been elected to succeed himself as trustee of the Chamber of Commerce Gratuity Fund for the ensuing five years, a position that he has held for a number of years past.

The Tax Commissioner has directed that Elvtr. E. which was eliminated from the tax roll last year be assessed at its full value and that all back assessments be added to the roll of 1912.

Arthur Zubke, Arthur Kneisler and H. E. McEachron were recently admitted to membership in the Chamber of Commerce. C. J. L. Buetow, J. A. Crombie and Frank A. Wells have transferred their memberships.

Sec'y H. A. Plumb, P. Donahue and H. W. Ladish have been appointed by the directors of the Chamber of Commerce as a com'te to make arrangements for a mass meeting at an early date in the interests of the crop improvement movement.

The Hottelet Co. grain dealers has filed notice of dissolution with the sec'y of state. The business will be continued by Max Hottelet, pres., who will form a partnership with his brother Ernest. Difficulty in making reports for the income tax is given as the reason for dissolution.

A School of Agri. and Domestic Economy will be opened in this city early in September, with Prof. A. A. Johnson, formerly connected with the La Crosse County Agri. School, in charge, and will be free to all students. J. F. Sievers and O. A. Stangel will be at the head of the depts. of farm crops and soil fertility. The first year's attendance will be limited to 200 and should the capacity of the school be taxed, students of Milwaukee county will be given preference.

Receipts of grain during April at Milwaukee included 221,950 bus. of wheat, 444,860 of corn, 648,000 of oats, 588,900 of barley and 124,300 bus. of rye; compared with 468,950 bus. of wheat, 285,890 of corn, 790,700 of oats, 821,600 of barley and 67,320 of rye received in April, 1911. Shipments for the month included 342,350 bus. of wheat, 505,182 of corn, 551,572 of oats, 176,500 of barley and 179,120 bus. of rye; compared with 380,755 bus. of wheat, 926,191 of corn, 1,027,125 of oats, 599,300 of barley and 61,922 bus. of rye shipped in April, 1911.—H. A. Plumb, sec'y Chamber of Commerce.

A. A. Breed has been reappointed by the directors of the Chamber of Commerce as chief grain inspector and F. F. Clapp as chief weighmaster.

We are indebted to Sec'y H. A. Plumb for a copy of the 54th annual report of the Milwaukee Chamber of Commerce. As usual, it contains a full list of the officers, members and committees of the exchange, with full and complete reports of the directors, sec'y, treas., etc. It also gives a statement of the condition of the various banks of the city and an annual review of the manufacturing industries as well as statistics of the daily receipts and shipments of grain, livestock, etc. The appendix contains the charter and rules of the Exchange.

In report of the Supervisor of Grain Inspection and Weighing of the Chamber, attention is called to the improved service of the dept. rendered possible by the use of an automobile truck, purchased to allow the rapid hauling of samples from the railroad yards to the office and between the office and the various mfg. plants and warehouses. The new method has proved extremely satisfactory and much better than the old way while it is less expensive, as nearly as can now be determined. The report also says: "A radical departure from all previously accepted ideas of inspection of corn has been made by the committee in requiring the Dept. to subject all samples of corn to the test for moisture content before placing a grade upon it. A second moisture testing apparatus was installed to carry this order into effect. This has worked out very satisfactorily, and other markets are now considering following our lead. No charge aside from the regular inspection charge is made, but in case of reinspection which sustains the original test, 25 cents for each sample is assessed."

WYOMING.

Basin, Wyo.—Our company has been incorporated with offices at this station and warehouses and elvtr. at Graybull, where we will clean and prepare grain and seeds for the market. We will handle all kinds of farm produce, especially grain and seeds, and we shall earnestly endeavor to encourage farmers in this vicinity to raise better grades of both. As conditions warrant it we will establish warehouses and elvtrs. at other points.—L. E. Watson, mgr. Standard Grain Co.

IMPROVED METAL PARTS of Clipper Cleaner.

All the iron work of the Clipper Cleaner has been decidedly improved in design after a great deal of experimenting with different lubrications.

The bearing on the shaker shaft has been enlarged, and is babbitted and channeled on top, as is the bearing of the fan shaft, carrying the cup grease the full length of the bearing, which is supplied with a compression grease cup of ample size. These bearings are absolutely dust proof and do not drip oil.

Eccentric bearings have been increased to three times their former wearing surface; and the new design is a hub with a large set screw on each end, preventing any possible chance of the bearing slipping on the shaft.

The three-step cone pulleys on the regular machine are now made of iron in place of wood as formerly. Being larger in diameter they give greater belt surface.

The new brush carrier travels on two grooved steel rollers which run in a housing protecting them and the bearings from dust and grit. The rollers revolve on ½-inch brass shafts; and on the end of the shaft is a small compression grease cup carrying sufficient lubricant for at least three months' run. With this bearing less power is required, reducing the strain on the brush drive.

All the new machines are equipped with these improvements. Users of old machines can fit them with the new brush carrier or the new eccentric, as they are made to fit. The new brush carrier, pulleys, bearings and eccentrics are shown in the engravings herewith. Additional information will be given Journal readers on application to the manufacturers, A. T. Ferrell & Co.

Supply Trade

The headline of your ad is the guide post that leads people that way. See that the guide post at least is plain in its type and meaning.

Lancaster, Pa.:—A petition in bankruptcy has been filed against the C. H. A. Dissinger & Bro. Co. Its factory for the manufacture of gasoline engines is located in Wrightsville, Pa.

Oklahoma City, Okla.:—The plant of the Southwestern Mfg. Co. has been bid in by Mrs. Chas. A. Tappan and it is again being operated by Mr. Tappan under the same name as before.

Kansas City, Mo.:—Business never better, running over time to fill orders for machinery for grain elevators, and prospects for more business was never better.—Murphy Mfg. Co., per W. J. Murphy.

St. Louis, Mo.:—Barry-Wehmiller Mach. Co., mill furnishers, will build a new plant on a recently obtained tract on the North End Terminal Belt line. The company recently increased its capital stock from \$34,000 to \$200,000.

Washington, D. C.:—The committee on patents, of the senate, has under consideration a bill designed to make radical changes in the patent laws. It is said to have been drafted by E. B. Moore, commissioner of patents. Among many other features, it appears that it would prevent the resale prices on patented articles, and the purchase of patents for the purpose of "burying" them. A duplicate measure has been introduced into the house.

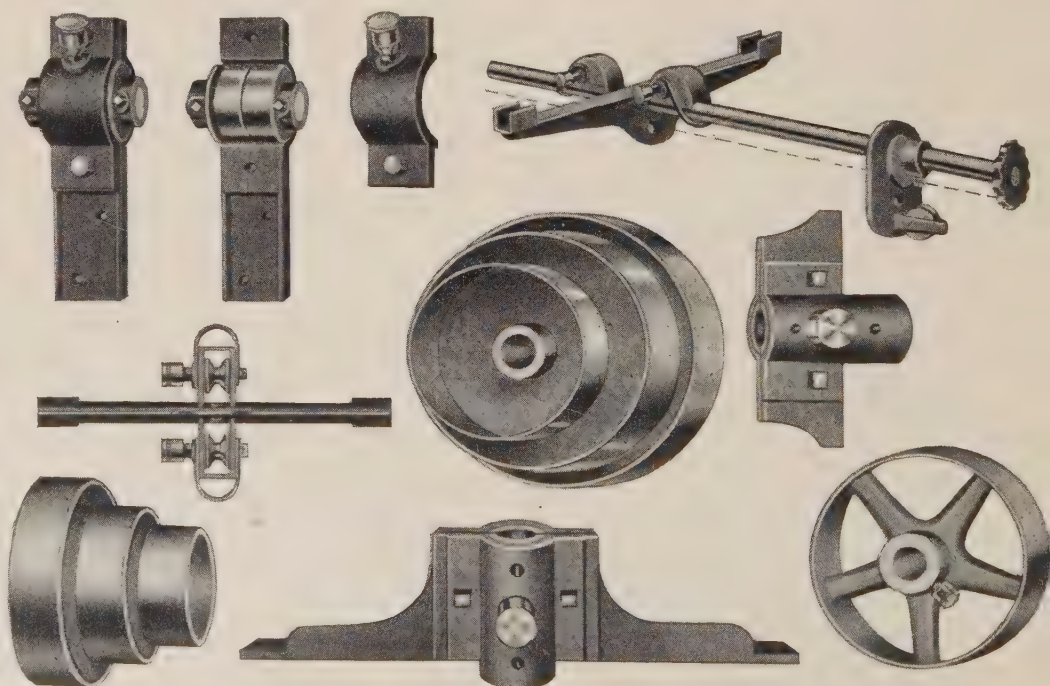
Chicago caller:—I. C. King, representative of the Grain Dealers National Fire Ins. Co.

The bill seeking the appointment of ancillary receivers for the Allis-Chalmers Company filed some time ago in the United States District court was withdrawn by counsel for the First National Bank of Milwaukee and other petitioning creditors.

Chicago, Ill.:—The growing business of the Hess Warming and Ventilating Company has forced it to enlarge its downtown sales office. A large suite of rooms, comprising nearly half of the top floor of the Tacoma Building, fronting on La Salle and Madison streets, has been fitted up, and will be occupied by the company before June 1st. The general offices will remain at 1211 to 1227 South Western avenue.

Indianapolis, Ind.:—A recent cable order received by the Nordyke & Marmon Co. from Amme-Giesecke & Konegen, Brussels, Belgium, includes 6 style "H" 80 bu. dryers, 24 centrifugal aspirators and other machines with which to equip a large cereal mill being built in Louvain. A banner order for buhr mills has been received from W. R. Grace & Co., of New York, Valparaiso, Concepcion, and other South American ports. The order of 33 portable mills of standard type is one of the largest single buhr mill orders ever received by an American manufacturer.

Our readers will be glad to learn that the Huntley Manufacturing Co. is now in a position to supply them with its art display hangers. This company has recently obtained another supply of these hangers, its former supplies having been completely exhausted. These hangers are a very attractive piece of display matter that elevator and grain men will be glad to hang in their offices. They are sent free of charge, carriage paid, anywhere in the United States to any established grain dealer. This is an excellent opportunity to get a high class piece of attractive advertising without cost. Anyone desiring one should send direct to the Huntley Mfg. Co., Silver Creek, N. Y.



Improved Metal Parts of Clipper Cleaner.

CROP IMPROVEMENT.

Oneida County, Wis., has employed E. L. Luther as agricultural expert and has raised \$2,000 to carry on the work.

Funds for trips to Washington for the two boys growing the two best acres of corn under the regulations of the Ohio Boys' Corn Growing contest, have been donated by the Toledo Produce Exchange.

More than a thousand children in Barnes county, N. D., have filed their entries with Miss Minnie J. Nielson, county supt. of schools, for the seventh annual corn contest to be held this fall.

The importance of selecting seed corn before frost has been emphasized by the Crop Improvement Com'ite, in a letter sent to the governors of all the corn producing states, asking them to issue a proclamation in the fall establishing a seed corn picking week. The trouble which has been caused, and will be caused, by the condition of last year's seed corn is due, states the letter, to the fact that farmers procrastinated until the frost came.

Shepherd, Clark & Co., grain commission merchants of Cleveland, O., have deposited a certified check for \$50 with Munson A. Haven, sec'y of Chamber of Commerce, to defray the expenses of a trip to Washington, D. C., of the boy in Cuyahoga county who raises the best acre of corn in the boys' corn contest conducted by the state dept. of agri. The winning boy will join a party of 150 boys from all parts of the state, winners in their respective counties, who will shake hands with the president and view the sights and wonders of our capital city. The state wide competition was started by the state dept. of agri. in an effort to raise the quality of this year's corn crop.

Modern demonstration farms will be established in the south and southwest by the Frisco Ry. in 1912 and 1913, according to F. S. White, agricultural commissioner for the company. Each farm will be located near the railway and some enterprising town. Seeds and instructions how to use them will be furnished free by the Frisco officials, who will take care that the seed given out is of the best quality. Persons who operate the demonstration farms will be requested to sell seeds from their products to their neighbors, so that the general quality of the crops raised in the community will be better. To stimulate endeavor the Frisco has announced thru Mr. White that it will pay \$100 for the best conducted farm and \$10 for the best conducted farm in each of the states excepting the state winning the \$100, on the condition, however, that the county or locality where such farms are located will pay to the winner \$90 in cash. This really amounts to giving each of the states a capital prize of \$100. Should enough interest develop, the Frisco will establish 20 or 30 ten-acre farms and will furnish the seed according to agreement. The number of farms in the various states will be based on the Frisco mileage in each state, together with the interest shown. The farms will probably be placed as follows: Alabama, 2, Arkansas, 4, Kansas, 2, Mississippi, 2, Missouri, 10, Oklahoma, 4, Texas, 4, and Louisiana, 2. The farms will be judged on the following basis: The greatest gross returns to count 50 points; success with the greatest number of varieties furnished, 25 points; best written report, 25 points; total 100 points. In addition to the demonstration farms the Frisco will establish 30 ten-acre corn farms and will give prizes for the best results.

\$1,000,000.00 FOR CROP IMPROVEMENT.

One million dollars has been contributed by Sears, Roebuck & Co., of Chicago, to further the work of the Crop Improvement Com'ite in placing an agricultural expert and farm demonstrator in every county in the northern states. Gigantic contributions, similar to the one received, are expected in the near future from other big business interests which depend for their prosperity on bumper crops from the farms, according to Bert Ball, sec'y of the Crop Improvement Com'ite, whose energetic endeavors have resulted in the awakening of the entire nation, both country and city, to the importance of widely disseminated information on the intelligent and scientific growing of cereal crops.

The contribution of Sears, Roebuck & Co., which is merely the nucleus of a monster national fund which will be established to boom the work, will become available at once and \$100,000 of the fund will be distributed among 100 counties in lumps of \$1,000, on the one condition that each county first raises a fund sufficient to hire an agricultural expert. The money from the national fund will then be given to assist in pushing the work, and when the first \$100,000 has been thus expended the number of counties to be benefited will be increased to 1,000, each to receive \$1,000. By the time the \$1,000,000 of the first mammoth contribution has been put into the work it is certain that many other contributions of equally generous proportions will have been received by the Crop Improvement Com'ite, enabling the work to progress with all possible celerity and without the slightest hitch caused by lack of funds.

Without a question the recent success opens a new era for the work. The seven figure contribution means increased facilities, certainly, but it also means that the big business interests of the country have at last tired of blowing themselves on over-fattened colleges and have opened their eyes to the crying need of the whole country for a larger yield of better grain from the farms. Nothing succeeds like success and one great firm having taken the lead others are certain to follow, thus placing the work on a more permanent basis and permitting, in the end, the placing of an agricultural expert and farm demonstrator in every grain producing country from coast to coast.

Not many years ago the idea of sending a high-browed expert out to tell the horny-handed farmers what they ought to do to get better yields of better grain was endorsed by only a few far-sighted men. The farmers themselves thought the plan quite a joke, but results soon convinced them and everywhere they are now the most enthusiastic boosters of the work of the Crop Improvement Com'ite that can be found. The Com'ite itself has become a clearing house of information regarding agricultural development and is uniting the commercial, industrial and transportation interests to co-operate with the government, the state college extension depts. and all others in introducing better farming methods.

Now big business, by handing over the much needed cash, has confessed its recognition of the fact that when the crops are good and the whole nation has a full cupboard, business, too, is bound to be good and that money spent to help the farmers raise big crops is money expended in the best possible manner.

Wm. H. Colvin & Co. 104 S. La Salle Street CHICAGO

The wheat situation, in our opinion, is a remarkably strong one. When the price was \$1.00 per bu. a year ago the country was pouring wheat into Chicago, but this year, with the price at \$1.15, the meager receipts indicate an exhaustion of old reserves, and when harvest comes the country will be drawing wheat from Chicago instead of shipping it to that market, because of enormous loss in the soft winter wheat crop.

**Consignments of Grain
and orders for future
transactions solicited.
Also orders for wheat
from millers.**

MEMBERS

New York Stock Exchange,
New York Coffee Exchange,
Chicago Stock Exchange,
Chicago Board of Trade.



The National City Bank of Chicago

105 South Dearborn Street

Capital \$2,000,000 Deposits \$30,713,013.20
Surplus and Undivided Profits, \$587,563.63

Approved by Chicago Board of Trade
as a Margin Depository

**We allow 2% Interest
on All Margin Deposits**

OFFICERS:

DAVID R. FORGAN, President
ALFRED L. BAKER, Vice President
H. E. OTTE, Vice President
F. A. CRANDALL, Vice President
L. H. GRIMME, Cashier
W. T. PERKINS, Asst. Cashier
W. D. DICKEY, Asst. Cashier
HENRY MEYER, Asst. Cashier
A. W. MORTON, Asst. Cashier
WM. N. JARNAGIN, Asst. Cashier
WALKER G. McLAURY, Asst. Cashier
R. U. LANSING, Mgr. Bond Dept.
M. K. BAKER, Asst. Mgr. Bond Dept.

**EUGENE M. BORNHOFT
BLACK BOARDS**
For Stock and Grain Houses
THE ROOKERY CHICAGO

NEW GRAIN FIRM AT Kansas City.

The growth of the Kansas City market brings with it new firms, organized by young men who have grown up in the business. The latest is the Smith-Mann Grain Co., which has succeeded the R. Y. Smith Grain Co. The senior member of the firm has been identified with the Kansas City Board of Trade for a score of years, most of the time with B. C. Christopher & Co. Last August he engaged in business on his own account as the R. Y. Smith Grain Co.

This company has now been succeeded by the Smith-Mann Grain Co., Mr. A. J. Mann, better known as "Art," having been admitted to partnership. Mr. Mann has long traveled the territory tributary to the Kansas City market in the interests of B. C. Christopher & Co. and Ernst-Davis Grain Co., so naturally has a host of friends among the shippers. The long experience and the careful application to business on the part of these young men should insure their early success.

Imports and Exports of Rice.

Imports of rice, rice flour, rice meal and broken rice during the nine months prior to April 1, amounted to 132,625,076 lbs., against 151,116,053 lbs. imported in the corresponding period of 1910-11. Exports of rice, rice bran and rice polish for the nine months prior to April 1 amounted to 37,824,952 lbs., compared with 20,937,066 lbs. exported in the corresponding period of 1910-11. Of foreign rice, rice flour, rice meal and broken rice we re-exported 6,265,554 lbs. during the nine months prior to April 1; compared with 4,304,605 lbs. re-exported in the corresponding period of 1910-11, as reported by O. P. Austin, chief of the Bureau of Statistics.

The German government crop report estimated the condition of winter wheat on May 1 at 80, compared with 84 on Apr. 15 and 76 on Apr. 15 last year; rye, 78, against 86 last month. Beneficial rains have fallen since the publication of this report.



Robt. Y. Smith, Kansas City, Mo.

Grain Carriers

Canadian canals will remain open on Sundays, following a recent decision of the government.

Alaska was declared under the jurisdiction of the Interstate Commerce Commission by a decision Apr. 30 of the United States Supreme Court.

Navigation on the Erie Canal opened May 15. Boatmen ask a rate of 5c on wheat to New York, which is considered excessive by shippers.

The steamer Selwyn Eddy, loaded with grain out of Chicago, arrived at Buffalo May 4 in a leaky condition, caused by a collision with a bridge while passing out of the Chicago River.

Carriers may not disclose to shippers the names of ultimate consignees of shipments reconsigned in transit by the original consignee, according to a recent decision of the Interstate Commerce Commission.

Milling-in-transit privileges accorded to grain at Minneapolis and St. Paul by the C. M. & St. P. Ry. need not be given to Janesville, Wis., according to a recent decision of the Interstate Commerce Commission.

Diversified opinions on grain elevation were brot out at the hearing before the Interstate Commerce Commission held in Omaha May 9, from $\frac{3}{4}$ c to 1.3c being considered a reasonable charge. Among those who testified were J. M. Sturtevant, E. P. Peck, F. S. Cowgill, George C. Johnson, and J. H. Wright.

The Flour City Steamship Line declares that unless a favorable decision is given by the Interstate Commerce Commission in the action brot against certain eastern railroads, the company will not operate on the great lakes this summer.

The first lake boat loaded with western grain to dock at the harbor commissioner's elvtr., in Montreal, was the steamship Ames, of the Merchants Mutual Line, which passed down the canal at that place on the morning of May 9 with a cargo of 88,000 bus. of oats.

That \$2 per car of grain is an extortionate switching charge when the transfer amounts only to the moving of a car from a switch on one level of the track to a switch connected with the company's elvtr. on another level less than a mile away, is the complaint which the Hutchinson Mill Co., of Hutchinson, Kan., has made against the A. T. & S. F. Ry. before the Interstate Commerce Commission.

Demurrage can be charged for but one car when a shipment leaves the point of origin in a single car and for the convenience of the carrier is transferred in transit into two cars and is later detained by the consignee at destination beyond the free time; likewise, switching, reconsigning and diversion charges shall be assessed as for one car only, according to a recent decision of the Interstate Commerce Commission.

Petition for a rehearing of the recent case involving the proportional out-bound rates on grain will be made to the Interstate Commerce Commission by the Sioux City, Ia., grain interests. Following the conclusion of the testimony in the former hearing the Commission refused to allow the proportional outbound rates on grain asked by the shippers. A

schedule of suggested inbound rates in conformity with the order of the Commission will be filed at the coming hearing.

Giving and accepting concessions on shipments in violation of the Sherman anti-trust law is the indictment returned by the federal grand jury May 17 against the Michigan Central Ry. and Chapin & Co., of Milwaukee. Fifteen counts for soliciting and five counts for accepting concessions are contained in the bill against Chapin & Co., and thirty counts against the railroads. The latter is accused of having issued false bills to cover concessions. The maximum fine on each count is \$5,000. C. J. Chapin, pres., says: "This indictment is purely technical and opens up for the first time in any court the legality of milling in transit. The method of handling our freight is covered by tariffs and is no different than the method used by mills in the United States generally.

Abolition of the Commerce Court is favored by the House of Representatives, which on May 9, by a vote of 120 to 49, omitted from the appropriations bill the amount needed for the support of the Court for the fiscal year 1913. In its brief existence the new Court already has made a number of decisions not responsive to popular clamor. The conservative members of the House feel that instead of abolishing the Court it would be wiser for the public to gain its ends by legislative enactments and constitutional amendments that will guide the judges toward desired decisions.

The total surplus of cars thruout the country on May 9 was 136,776; compared with 151,186 on Apr. 25 and 188,847 on May 10, 1911, according to a report issued recently by the American Railway Ass'n. These figures show a decrease of 14,410 in the total surplus when compared with the preceding period, Apr. 25, but of this number, 11,180 are coal cars taken because of the resumption of the coal traffic. The net increase in the box car surplus is 1,043. The increase is most apparent in New York, New Jersey, Delaware, Maryland, eastern Pennsylvania, Ohio, Indiana, Michigan, western Pennsylvania, the Virginias and Carolinas, Kentucky, Tennessee, Mississippi, Alabama, Georgia, Florida, Kansas, Colo-



A. J. Mann, Kansas City, Mo.

rado, Missouri, Arkansas and Oklahoma. The total car shortage on May 9 was 6,678 cars; compared with 12,305 cars Apr. 25. Compared with the same date of 1911 the total surplus shows a decrease of 52,071 cars, of which 34,587 are in box, 639 in coal, 4,202 in flat and 12,643 in miscellaneous cars. The total shortage has increased 5,109 cars.

A substitute for the pending B/L bill has been reported by the Senate com'te on interstate commerce. The proposed measure requires that every carrier that issues a B/L before the article to be transported is received into its custody and for which a previous B/L is outstanding, and fails to mark it "duplicate," shall be estopped as against the consignee or assignee in good faith and for value to deny receipt of the property or assert the former bill B/L. The act excludes bills issued for "shipper's load and count," when the goods are loaded voluntarily by the shipper, without actual knowledge of the carrier or its agent as to the count or description of the goods. By the provisions of the substitute any carrier that fails to require delivery and cancellation of any outstanding B/L on delivery of the goods or an endorsement on the bill for partial delivery, shall be estopped as against every person who acquires the bill in good faith and for value and may be required to answer in full for damages to the bona fide holder of the bill, who relied upon it as genuine. Further, alterations of a B/L after its issue and without consent in writing from the issuing carrier, shall be void, but the bill shall be enforceable according to its original tenor. Under the measure every common carrier would be liable on bills of lading issued by its authorized agents, even though the agent had not received the goods.

The Chicago Gt. Western in Sup. 16 to GFD14879-A6 announces the following minimum weights, effective May 27: when capacity of car is *not* marked, oats, 24,000 lbs., other grain, 24,000 lbs.; when capacity of car is marked 28,000 lbs., oats, 26,000 lbs., other grain, 26,000 lbs.; mark 30,000 lbs., oats, 28,000 lbs., other grain, 28,000 lbs.; mark 40,000 lbs., oats, 30,000 lbs., other grain, 34,000 lbs.; mark 50,000 lbs., oats, 40,000 lbs., other grain, 44,000 lbs.; mark 60,000 lbs., oats, 45,000 lbs., other grain, 54,000 lbs.; mark 70,000 lbs., oats, 46,000 lbs., other grain, 63,000 lbs.; mark 80,000 lbs., oats, 50,000 lbs., other grain, 72,000 lbs.; mark 90,000 lbs., oats, 55,000 lbs., other grain, 81,000 lbs.; mark 100,000 lbs., oats, 55,000 lbs., other grain, 90,000 lbs.; mark 110,000 lbs., oats, 65,000 lbs., other grain, 100,000 lbs.

Buffalo elevators are working overtime to prevent the grain blockade which threatens that port, owing to the fact that more grain has arrived during the past two weeks than at any time since the great blockade at the close of navigation in 1898. More than 10,000,000 bus. of wheat and oats were elevated in one week, and 27 cargoes waited all day long for elevation on May 8, and 12 on May 13. Floating in the harbor are 7,000,000 bus. and the railroads are clearing an average of 1,500 cars a day. The grain consists for the most part of frosted Canadian wheat which failed to get down by rail last winter and is rather difficult to handle, owing to its physical condition. Elevator men do not think well of it and call it feed wheat. Some of the cargoes are enormous, one which arrived at the Mutual Elevator amounting to 447,000 bus., which were discharged by that elevator's three legs in 15 hours. Fortunately cars are abundant in Buffalo, and while

the elevators cannot discharge the grain as fast as they can receive it, they are managing to ship it out as fast as it comes in and are not likely to fill up unless the cars run short. It is said that neither Buffalo or any other city in the world has ever received such vast amounts of grain in such a short period of time.

Minimum weights have been announced by the C. B. & Q. in Sup. 24 to GFO3200-B, effective June 1, on oats, oat clips, oat dust, oat flake, oat groats, oat hulls, grain screenings, mill refuse and elevator dust, as follows, but not to exceed the marked capacity of the car: in cars not over 28 ft. in length, inside measurement, 30,000 lbs.; 34 ft., 34,000 lbs.; 36 ft., 40,000 lbs.; in cars over 36 ft. in length, inside measurement, 50,000 lbs. Ear corn will be subject to the following minima, but not to exceed the marked capacity of the car: in cars not over 28 ft. in length, inside measurement, 4,000 lbs. less than marked capacity of car, but not less than 30,000 lbs.; in cars not over 34 ft. in length, inside measurement, 46,000 lbs.; not over 36 ft., 56,000 lbs.; in cars over 36 ft. in length, inside measurement, 66,000 lbs. Shipments of ear corn to be shelled in transit must be loaded to full visible capacity (but not to exceed carrying capacity) of the car. If the weight of the shelled corn from a car so loaded is less than the minimum weight on the shelled corn for the car in which same is loaded, actual weight of the shelled corn will be accepted; if the ear corn is not loaded to visible capacity of the car, the minimum weight on the out-turned shell corn will be 30,000 lbs.: on straight carloads of cottonseed hulls loaded to the visible capacity of car, actual weight will be applied, but not less than 24,000 lbs.; alfalfa feed and alfalfa seed, 30,000 lbs., with the exception of certain stations named in the tariff, will receive a minimum weight of 36,000 lbs.; flax and millet seed, 30,000 lbs.; seeds, other than flax or millet, 24,000 lbs.; malt (local state), 24,000 lbs., (interstate), 40,000 lbs.; other grain products (local state), 24,000 lbs., (interstate), 30,000 lbs.; all other commodities specified above, 30,000 lbs.

Party Paying Freight Entitled to Expense Bills.

In arbitration between the Tri-State Milling Co., of Nashville, Tenn., plaintiff, and Richmond Elevator Co., Lenox, Mich., defendant, the arbitration com'te of the Grain Dealers National Ass'n, composed of H. S. Grimes, Chas. C. Miles and E. M. Wasmuth, held:

It is shown by the evidence that the plaintiff retained the freight expense bill for car 7514, and inasmuch as the defendant had refunded to plaintiff the full amount of freight assessed against this car, the original paid expense bill was the property of the defendant, and it is shown that the use of this expense bill, by plaintiff, prevented the defendant from getting the full refund in freight assessed, from Cincinnati to Nashville, thereby causing a loss to the defendant of 4 cents per 100 lbs.

The item of \$8 for demurrage on car 27105, properly belonged to the plaintiff to pay. His bill against the defendant was sent with the "hope that you can secure the refund and forward to us promptly." It appears that the railroad company would not refund the amount, and no evidence is presented that fixes the responsibility on the defendant.

The properly signed copies of expense bills show that freight was assessed from originating points, as above, and it falls on the defendant to protect the plaintiff on all charges up to Cincinnati, whether in accordance with tariff rates or not.

We therefore find that there is due defendant \$6.52. Judgment for this amount is rendered in favor of the defendant. Costs of arbitration to be paid by the plaintiff.

When You Buy a Machine Buy One That Is

STANDARD

one made by an established concern, upon whom you can rely for repairs when needed and from whom you can secure information or assistance in case of trouble.

It means a good deal to you, in an emergency, whether or not you can keep the machine running—for often the want of a small part, or the adjustment a "trouble-man" from the factory can make, may mean a large loss or failure to carry out a contract.

Your purchase of a

Hess Drier OR A Hess Moisture Tester

is protected by a substantial organization, owning and operating its own factory, and employing its own large corps of engineers and mechanics the year round.

These men, with years of training in our factory, are available for service anywhere and can come to you at a moment's notice, when necessary.

All parts of our machines are standardized and a supply is on hand ready for instant shipment.

While you are thinking of these things, just inquire into the FACILITIES of the various makers of DRIERS and TESTERS and judge whether it is not best for you to select a machine, the constant and satisfactory use of which is guaranteed by a live, responsible concern with its own men and machinery standing back of it.

We not only give you prompt and careful service when you buy, but we're ready, any time, and all the time, to keep your machine running and making money for you.

Drier and Tester booklets free.

Hess Warming and Ventilating Co.

1207 Tacoma Building,
CHICAGO, ILL.

Established 1873. Incorporated 1893.

Patents Granted

Seed-Corn-Drying Device. No. 1,026,550. (See cut.) Joseph S. Bain, Luverne, Ia., and Benjamin L. Bain, Chicago, Ill. A drier comprising a skeleton frame, including separable sections having horizontally arranged bands, corn ear holders detachably and adjustably supported upon the bands, and resilient clamping portions formed in the holders for engaging such bands.

Grain Door. No. 1,025,283. (See cut.) James T. Loe, Marshall, Tex. The combination with a car door opening of a pair of plates with outwardly upturned lower edges and means for securing them to the walls of the car; and a pair of doors having curved corners with an opening therein and pivotally attached therethru to the plates; the doors being provided with upturned edges at their overlapping ends and adapted to swing vertically in the car door frame.

Mill For Shredding Alfalfa. No. 1,025,480. (See cut.) Rufus F. Pack, Cedar Vale, Kan. An alfalfa mill, comprising a casing provided with a feed chute, a toothed cylinder journaled in the casing and toothed concaves and woven wire screen arranged alternately around the cylinder and wholly encircling it except at the feed chute, the teeth of the cylinder and concaves being intercurrent spikes, one concave being arranged over the axis of the cylinder close behind the feed chute and the other concave being arranged at a point diametrically opposite to the upper concave.

Bag-Holder. No. 1,025,974. (See cut.) Roy E. Gipple, Williamsville, N. Y., assignor of one-third to Alvin A. Klein and one-third to Albert C. Beach, Williamsville, N. Y. A bag holder comprising a yoke, a horizontally disposed ring secured to the yoke, a pair of semi-circular, pivotally connected clamping members, a hinge plate on the ring to which one end of one clamping member is pivoted, a spring-retracted latch plate on the hinge, a clamping lever on the free end of the other clamping member, a hook on the lever adapted to interlock with the latch plate when the members encircle the ring and a bracket on the yoke normally free of clamping members and adapted to support the clamping members when opened.

Conveyor-Bucket. No. 1,026,385. (See cut.) Raymond W. Dull, Aurora, Ill., assignor to Stephens Adamson Mfg. Co. In a conveyor-bucket, in combination a tilting body having upright end walls and a sloping side wall of less height than the end walls, trunnions mounted in alignment on the end walls of the body adjacent the upper edge of the sloping side wall and an oscillatable plate of substantially L-shape in cross section mounted to swing on the trunnions, one arm of the plate normally occupying the plane of the sloping side wall to form a continuation of the same extending it to substantially the same height as the end walls of the body and the other arm of the plate constituting an outstanding discharge lip.

Seed-Corn Grader. No. 1,026,265. (See cut.) Charles Hunnicutt, Wilmington, O., assignor to the Charles Hunnicutt Co. In a corn grader, the combination with upper end lower rectangular screens corrugated longitudinally and in parallelism and having differently sized perforations extending longitudinally in the valleys of their corrugations, the lower screen being continued beyond the upper at one end into a corrugated imperforate spout; of a frame in two parts detachably connected, the upper inclosing the perforated area of the upper screen and rising above it and the lower part connecting one end and both edges of the lower part screen and pro-

jecting forward to form the sides of the spout.

Dust-Separator. No. 1,025,730. (See cut.) Augustus Wolf, Chambersburg, Pa. The combination in a dust separator, of a casing having two vertically extended compartments arranged side by side; an air trunk extending up one side, across the top and down the opposite side of one compartment; means for feeding material to be cleaned into the ascending part of the trunk; an outlet chute having an extension projecting under but spaced away from the ascending part of the trunk; a second outlet chute having an inclined extension projecting under but spaced away from the lower end of the descending part of the trunk; the extension passing across the compartment to the ascending part of the trunk; a fan in the second compartment having its intake connected in the space defined by latter extension and the air trunk; and a casing surrounding the fan and opening into a part of the second compartment below the inclined extension.

Seed-Grader. No. 1,026,327. (See cut.) Arthur T. Martin, Sac City, Ia. In a device of the class described the combination of a sheet metal cylinder, a series of longitudinally arranged ribs on the interior of the cylinder and transversely extended partitions between the ribs to form pockets open at both ends, which are of substantially the same size both longitudinally and transversely, each pocket being provided with an opening at its outer as well as its interior end, the opening being of substantially the same size both longitudinally and transversely, an inclined shaft, means for operating shaft, means for supporting the cylinder on the inclined shaft and means for delivering seeds to the upper end of the cylinder, the lower end being open to permit seeds to discharge, the inclined shaft mounted in a frame, means for fixing the cylinder to the shaft, a screw conveyor fixed to the shaft, and a hopper having the screw conveyor mounted therein, the hopper being extended into the interior of the cylinder, for the purposes stated.

Apparatus For Treating Grain and Other Materials. No. 1,025,263. (See cut.) Franklin B. Giesler, Milwaukee, Wis. In a rotary pneumatic drum type of apparatus for treatment of grain and other material, the combination of a cylindrical inclosing shell having inwardly extending outer flanges and similarly extending inner webs at regularly recurring intervals, together with spider-plate head portions matching the flanges and having hubs from which radiate webs in connection with those of the rings, the plates being provided with openings concentric to their hubs; channel-irons longitudinally of the shell and connected at their ends to the heading webs of the same, an inner perforated cylindrical shell attached to the channel-irons and having

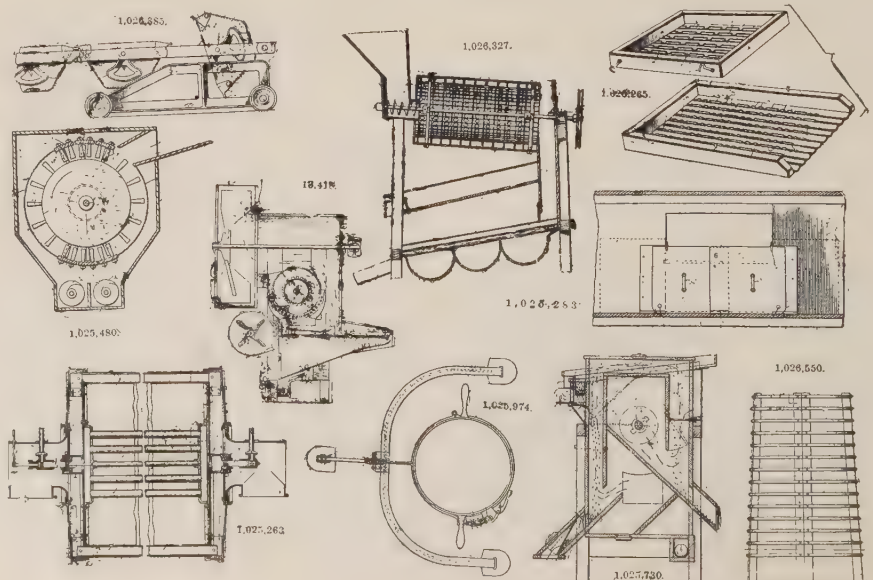
non-perforated heads against the connecting webs mentioned, stationary air supply and exhaust flues engaging the openings in the spider-plates and stationary segmental valves in the plate openings; the disposition of these valves being in opposite directions from the line of obliquity of material treated in the drum; means for distributing water and steam within the inner shell and a circulating system for hot or cold water or steam partly within said inner shell.

Cleaning Apparatus For Corn-Shellers. No. 13,418. (See cut.) Frank Hall, Fairbury, Ill., assignor to King & Hamilton Co., Ottawa, Ill. In a device of the class described, the combination with the casing having its upper portion imperforate except as described and containing the shelling concave having the upper portion thereof closed to form a passage between the concave and the top of the casing, of the main screen extending beneath and beyond the concave to one side thereof, the shorter auxiliary screen extending beneath the shelling concave and above the receiving side of the main screen, a blast fan for forcing air transversely of the shelling concave and thru the auxiliary screen and the portion of the main screen beneath the auxiliary screen, a suction fan located above the concave for receiving the air from the blast fan and for drawing air up thru the portion of the main screen not beneath the auxiliary screen, past the edge of the auxiliary screen and thru the passage between the concave and the top of the casing, a plate beneath the main screen having the imperforate portion beneath the auxiliary screen and the perforated portion beneath so much of the main screen as extends beyond the shelling concave, and the hood constituting a part of the casing and extending out over the perforated portion of the plate.

Exports of Breadstuffs.

Our exports of breadstuffs during the 10 months prior to May 1, included 1,360,927 bus. of barley, 38,114,568 of corn, 1,438,332 of oats, 2,569 of rye and 27,973,953 bus. of wheat; compared with 8,987,066 bus. of barley, 50,689,090 of corn, 1,273,494 of oats, 225 of rye and 21,479,608 bus. of wheat exported in the corresponding period of the preceding season. The total value of all breadstuffs exported during the 10 months was \$100,847,342, against \$96,218,260 for the corresponding period of 1911, as reported by O. P. Austin, chief of the Bureau of Statistics.

It looks as the Washington will not be satisfied until progress is killed by putting a ban on option trading.—W. T. Cox, Bartlett, Tex.



Books Received

BUILDING YOUR BOY is a charming little book fresh from the pen of Kenneth H. Wayne, in which he tells how to do it and how not to do it in a clear and concise manner. He has crowded a world of good suggestions into a hundred pages which any father or mother will be benefited by reading. A. G. McClurg & Co., Chicago. Price, 50 cents.

THE STATISTICAL ANNUAL of the Cincinnati Price Current for 1912, by Charles B. Murray, contains grain trade and crop statistics for the year ending Mar. 1 and other interesting information on breadstuffs and minor articles connected with the grain business. Complete range prices for months are also given and general statistics for more than 50 years back bearing on grain, live stock and provisions. 32 pgs. The Cincinnati Price Current, Cincinnati, O. Price, 25c.

CONSTRUCTION OF COUNTRY ROADS, by Curtis Hill, engineer, and W. C. Davidson, deputy engineer, is an attractive pamphlet of 80 pages, well illustrated with engravings, maps and diagrams and giving discussions of various kinds of roads, tables of statistics, showing cost of construction and maintenance, making a most complete work of its kind and one which any person interested in road improvement would do well to read. Road Bulletin No. 14. Highway Dept. of the State Board of Agri., Columbia, Mo.

ALFALFA AS A FIELD CROP in South Dakota is the title of a 45 pg. pamphlet by Albert N. Hume and Samuel Garver in which the writers review the various experiments which have been made along the lines indicated; well supplied with tables giving statistics from every viewpoint, naming kind of seed, average tons per acre, type of soil, per cent of winter killing, vigor of growth and much other instructive and interesting data. Bulletin No. 133. Agri. Exp. Sta., S. D. State Col. of Agri. and Mech. Arts, Brookings, S. D.

STUDIES IN WATER REQUIREMENTS OF CORN, a pamphlet by E. G. Montgomery and T. A. Kieselbach, contains reports of a number of interesting experiments, supplemented with illustrations and tables, covering the amount of moisture essential to the normal development of corn and including a discussion of the chemical constituents of the soils best adapted to corn, as well as the various fertilizers, all touched upon in the relation which they bear to the moisture problem. Bulletin No. 128. 15 pgs. University of Neb., Lincoln, Neb.

THE YEARBOOK OF THE DEPT. OF AGRI. for 1911 contains statistics of the principal crops, including corn, wheat, oats, barley, rye, buckwheat, hay, clover and timothy seed; 31 articles and 67 full-page illustrations, of which nine are colored and 20 text figures. The fifteenth annual report of the Sec. for the fiscal year ended June 30, 1911, occupies the first 142 pages and gives a "general report of the operations of the Dept." This report, supplemented by the statistical matter found in an appendix of 200 pages, gives a more complete and comprehensive summary of agricultural conditions in the United States than can be found in any other single publication and makes the book under discussion a valuable addition to the office library of anyone dealing in grain, feed or seeds. The 354 pages comprising the body of the volume contain the thirty articles contributed by the members of the scientific force of the Dept., and present data upon many of the important questions now occupying the attention of agriculturists, topics equally vital to the agricultural and urban population, both as producers and consumers of the food-stuffs of the nation. Government Printing Office, Washington, D. C.

The Great Western Cereal Co. went into the hands of a receiver May 11, the Fort Dearborn Trust & Savings Bank of Chicago being appointed in that capacity by Judge Petit upon petition of Joy Morton, a large stockholder of the company. The action followed the filing of a suit for \$30,000 against the company by Morton on which he was awarded a judgment of \$25,037. In the creditors' bill filed by Morton it is alleged that stock of the company exceeding the par value of \$200,000 was issued to O. C. Barber, without consideration. Barber is said to have promoted the company.

MEETING OF MUTUAL FIELD MEN.

The fifth annual meeting of the Mill & Elevator Mutual Fire Insurance Field Men's Ass'n was held at the Hotel La Salle, Chicago, May 14 to 17. Nearly all of the 46 active members of the Ass'n attended the sessions.

The first session began with the presentation to the Ass'n of a gavel by C. B. Sinex.

Pres. H. L. Newnan in his annual address said it was planned to compile the proceedings of the annual meetings into book form as a reference work and guide for new members.

Sec'y Wm. Reed in his annual report discussed the improvement of the watchman service in elevators and mills.

J. A. Vincent presented the report of the Com'te on Signal Service and Watch Clock, and in the discussion following the consensus of opinion was that best results were obtained where the watchmen had one A. D. T. station on each floor and reported to a portable clock.

R. G. Shaw, chairman of the Com'te of Application of Schedule, discussed with the members the changes in the credits and debits allowed the insured and changes in the phrasing of the rules.

E. J. Hollister, who is connected with one of the leading commercial agencies, said that the average of reports to the agencies would be a good guide in determining the moral hazards in fire insurance, tho all reports from the agencies might not be exact.

I. N. Just said appraisals are of great value to adjusters, when made by inspectors. As a guide in appraising Mr. Just has compiled a book for inspectors.

H. M. Giles: Experience has shown that a field man should first be an inspector and then a business getter. A field man should first survey all risks carefully, then recommend improvements and finally go after the business. It is easier to get the improvements first.

Sec'y Reed read a paper prepared by L. H. Baker, who was absent because of illness, on "Co-Insurance." He showed the need of between from 70 to 80 per cent of insurance in an interesting table. He said the average mill was valued at \$10,000 and that 1,000 such mills carrying 70 per cent insurance would pay, at the universal average rate of 2 per cent, aggregate premiums of \$140,000. Experience showed that the losses on these mills would approximate \$112,000 as 30 out of 1,000 had fires—ten total losses or \$70,000, five \$5,000 losses or \$25,000, four \$3,500 losses or \$14,000, one \$1,000 loss and ten \$200 losses or \$2,000. Thus there would be left \$28,000 for expenses. If these same mills carried but 50 per cent insurance the losses, figured on the same basis, would amount to \$92,000 and the income to \$100,000. As the expense would amount to \$20,000, there would be a deficit of \$12,000. Putting the same mills on the 80 per cent basis the losses would total \$120,000 on the premiums \$160,000. On such a basis the business might be written at \$1.90 rate and still allow \$32,000 for expenses. The conclusion from these figures is that for 100 per cent insurance a credit of 14½ per cent can be allowed, for 90 per cent insurance a credit of 9 per cent, for 80 per cent insurance a credit of 5 per cent, for 70 per cent insurance neither a credit nor a charge, for 60 per cent insurance a charge of 5 per cent and for 50 per cent insurance a charge of 12 per cent. Ord-

ALL ABOARD

for G. D. N. A. Meeting.

The Norfolk & Western Railway having been selected by the Directors of the Grain Dealers' National Association as the Official Route to Norfolk, Va., for the Sixteenth Annual Convention, October 1st, 2d and 3d, members and others who will attend are requested to communicate with Mr. H. G. Grant, T. P. A., N. & W. Ry., 308 Marquette Bldg., Chicago, Ill., who will be glad to give full information as to rates, etc., and make the Pullman reservations desired.

Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.
67 Larned St. Detroit, Mich.

Shippers Notice!

FREIGHT CLAIMS.

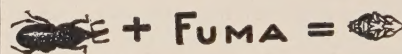

We collect them on commission. Exceptional facilities for compelling quick action.

Give us a trial and we will prove it.

Shippers' Claim Adjusting
and Collecting Company

1440 Menadnock Bldg., Chicago, Illinois
Phone Har. 7293

R

 + FUMA = 

Live weevil plus a little Fuma equals dead ones every time.

Fumigate Your Elevators and Mills with
FUMA

The only satisfactory method of treating grain in the bin; kills all insects, weevils, moths, etc.

10c per lb., in 50 lb. and 100 lb. drums.

Send for printed matter.

EDWARD R. TAYLOR

Manufacturing Chemist Penn Yan, N. Y.

GRAIN CONTRACTS

Form 10 is a duplicating contract book, containing 100 original and 100 duplicate contracts for contracting the purchase of grain from farmers; originals and duplicates are printed on bond paper of different colors, with spaces on the back of the leaf for entering grain delivered on the contract. By using a sheet of carbon paper between the original and the duplicate, each entry on one is duplicated on the other. The contracts are numbered in duplicate. Check bound, size 5½x8½ inches. Machine perforated. Price with four sheets of carbon paper, 85 cents.

GRAIN DEALERS JOURNAL

315 S. La Salle Street Chicago, Ill.

nary mills, however, should be allowed 100 or 90 per cent insurance.

An exhibit of electrical appliances lent interest to the report of the Com'te on Electrical Equipment, the appliances being demonstrated and questions answered by F. J. Postel. The com'te recommended that the electrical code be made more rigid. It was suggested that municipal and state inspectors should make inspections as well as the usual inspections made on installation of wiring as often the wires are tampered with by plumbers, carpenters, millwrights and other workmen making repairs and that circuits are often found overloaded.

G. E. Wilson reported for the Com'te on Automatic Sprinklers and Fire Fighting Devices, using data worked out by the indefatigable secretary, Wm. Reed, who is also sec'y of the Mutual Fire Prevention Buro. The companies have in the past given no encouragement to sprinklers but are now on record as favoring them and will work for them. Policyholders contemplating the installation of systems will be asked to submit complete water supply plans to the fire prevention buro for criticism or approval. After the systems are installed inspections will be made by Sec'y Reed and on his approval rates will probably be cut in two on protected mills. It is proposed to grant a 50 per cent credit on the net rate for approved equipments.

J. C. Adderly, sec'y of the Millers' Mutual Casualty Co., spoke of liability and workmen's compensation insurance, stating that his company since it began business March 1 had taken \$60,000 in premiums, and that applications were on file for a similar amount of business.

C. H. Cole presented the report of the Com'te on Cob Burner which, with accompanying drawings, is published in full elsewhere in this number of the Journal.

J. J. Fitzgerald, chairman, reported for the Com'te on Common Cause of Fires, presenting practically the same matter given by him in the Grain Dealers' Journal for Dec. 25, 1911.

T. M. Van Horn, chairman, presented the report of the Com'te on Material and Construction. He referred to the new Iglehart Mill at Evansville, Ind., as a good example of the composite effort of architect, mill builder, engineer, owner and underwriter, and one that all could be proud of.

FIELD NOTES.

The office of assistant secretary was created, to be named by the sec'y and have the duties of a recording officer.

Roscoe Iddings demonstrated the Pyrene Fire Extinguisher, and advised the use of barrels and buckets of water also.

Members will be asked to bring their ladies to the convention next year. Entertainment for the ladies during the regular session is promised by J. C. Adderly.

Mr. Cornwall, representing the Barnard & Leas Mfg. Co., gave a demonstration of the gravity separator, the fire hazard of which is less than that of the magnetic separator.

Officers elected for the ensuing year are: Pres. Chas. H. Ryerson; vice-pres., J. J. Fitzgerald; treas., C. B. Sinex; sec'y, Wm. Reed; governing com'te: J. C. Adderly, O. R. Van Dyke and R. G. Shaw.

A banquet was given Tuesday evening to the honorary members and the executive officers of the companies, with Pres. Newman as toastmaster. Among the speakers were I. N. Just, J. T. Caldwell, Wm. Reed and L. R. Welsh.

INSURANCE NOTES.

The Indiana Millers Insurance Co., of Indianapolis, has moved into its new office building at 530 N. Meridian St.

Old style elevators are growing more unpopular than ever with the stock insurance companies, which have been watching them closely for the past few seasons and a general paring down of lines in the elevators in the northwest is in evidence among some of the larger companies. The situation this year is unsatisfactory because of the recent storage of large quantities of low grade grain shipped in from Canadian elevators where, on account of its poor condition, storage was refused.

That inter-insurance is not legal is the fear now bothering a number of organizations which have been securing protection at a lower rate than is possible under the old line companies. They look with anxiety on recent decisions in some states, holding that the charters of corporations engaged to conduct specific business do not give them the right to become inter-insurers or to participate in mutual insurance. The fire underwriters of Kentucky, thru their ass'n, have called on the attorney-general of the state for an opinion. Only incorporated concerns are affected.

Plans for the formation of a compact organization of the farmers now members of the state ass'ns of the farmers co-operative elvtr. companies were completed at a meeting at Minneapolis, Minn., May 18, by the secretaries of the state ass'ns of Minnesota, North and South Dakota, Iowa, Nebraska and Illinois. The organization is planned to influence federal legislation concerning the grain trade.

An amendment to the Food & Drugs Act has been proposed which requires that the Sec'y of Agri. within ten days after having detected a violation of the law shall give notice in writing to the party from whom the samples were obtained, and that the party shall then have the right, within ten days, to protest in writing against the decision, setting forth fully the grounds for his protest. The case in question shall then be referred for decision to a board of three U. S. general appraisers designated by the Sec'y of Treas., which board shall grant full opportunity for the presentation by the party from whom the samples were obtained, within thirty days, of all evidence which favors his case. The only appeal from the decision of this board will be the U. S. Board of Customs Appeals.

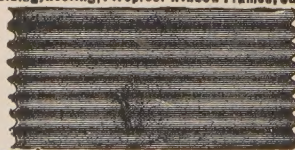
LIGHTNING RODS PURE COPPER CABLE

Approved by the leading Mutual Fire Insurance Companies
Protect your buildings from lightning and reduce your fire risks.

Write for Catalogue and particulars

THE STRUTHERS COMPANY - Peoria, Ill

GALVANIZED CORRUGATED Steel Siding, Roofing, Fireproof Window Frames, Sashes, &c



SYKES Steel Roofing Company, Chicago, Ill.
Sheet Metal Contractors, Makers of Fireproof Windows
Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

Organized 1902

Tri-State Mutual Grain Dealers Fire Ins. Co.

Incorporated. Licensed in South Dakota.

LUVERNE, MINN.

Our members have reduced their insurance cost over 50% in ten years. Statement sent on request.

E. H. MORELAND, Sec.

E. A. BROWN, Pres. V. E. BUTLER, V-Pres.

B. P. ST. JOHN, Treas.

MILL OWNERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

The Oldest Millers Mutual
Fire Insurance Company in
America.

Cash Assets over \$300,000

J. T. SHARP, Secretary

ORGANIZED 1883

The Western Millers' Mutual Fire Insurance Company

KANSAS CITY, Mo.

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses, and contents.

Reduce Your Fire Insurance

The decrease in rate soon pays for the
Automatic Hot Journal Alarm System

Installed in 75 Terminal Elevators

Western Fire Appliance Works
542 S. Dearborn St., Chicago, Ill.

HAVE YOU?



A
GORDON'S
FIRE
EXTINGUISHER
In Your
ELEVATOR?

Then, now is the time you need one—to-day.
Do away with the old, foul, leaky and cumbersome barrel, throw away the ineffective, rusty and leaky fire pails—and spare a nominal expense now for a big saving later.

A Gordon's Fire Extinguisher contains two buckets in the lid, 50 to 70 gals., of non-freezing and effective fire fighting liquid. Cannot leak, foul, freeze and is always reliable and effective.
Send for circulars.

O. E. GORDON

Rays Crossing - - - Indiana

Fire Insurance Companies

Make Your Own Insurance Cost

What better can you ask of a strong, reliable insurance company than the privilege of making your own insurance cost?

That is what you get when you insure with the



Every elevator is charged according to its physical condition and the better the elevator the lower will be the cost. So it's up to you just how low you will make your cost.

If the opportunity to have control over your insurance cost appeals to you then you should write to our nearest office.

C. A. McCotter Secy. Indianapolis, Ind.
J. J. Fitzgerald, Mgr. Sioux Falls, S. D.
McCotter & Sloan, Mgrs. Kansas City, Mo.

EVERY POLICYHOLDER IS A STOCKHOLDER IN THE MICHIGAN MILLERS MUTUAL FIRE INSURANCE COMPANY

OF LANSING, MICHIGAN

Therefore, every Policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

THE PREVENTION OF FIRES

All fires are the same size at the start

70% OF THEM ARE PREVENTABLE 90% ARE EXTINGUISHABLE

AGENTS: { **C. H. RIDGWAY**, 426 Midland Building, Kansas City, Mo.
H. M. GILES, Flour Exchange, Minneapolis, Minn.
I. N. JUST, American Bank Building, Seattle, Wash.

ORGANIZED 1878

The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents of same at cost.

Insurance in force - \$15,104,436.83
Cash Surplus - - 353,034.68

GEORGE POSTEL, President **G. A. McKINNEY**, Secretary

Address all Correspondence to the Company at Alton, Ill.

Build that new elevator—

to reduce not increase insurance cost
BUILD IT RIGHT

Write today for full instructions

After the elevator is completed

INSURE IT RIGHT—in the

MILLERS NATIONAL INSURANCE CO.

LOSSES PAID, \$7,673,329.60 GROSS CASH ASSETS, \$1,703,365.33 NET CASH SURPLUS, \$1,013,587.24

COSTS LESS THAN 50% OF BASIS RATES

OFFICERS

C. H. SEYBT, President **C. B. COLE**, Vice-President
M. A. REYNOLDS, Secretary **F. S. DANFORTH**, Ass't Secretary

AGENCY MANAGERS

I. N. JUST, Seattle, Washington, Pacific Coast Agency
H. M. GILES, Minneapolis, Minnesota, Northwestern Agency
CHAS. H. RIDGWAY, Kansas City, Missouri, Southwestern Agency
E. K. SCHULTZ, Philadelphia, Pennsylvania.

DIRECTORS

C. B. COLE, Chester, Illinois
A. FASSLER, Topeka, Kansas
H. S. HELM, Minneapolis, Minnesota
JOSEPH LeCOMPTÉ, Lexington, Kentucky
H. K. WOLCOTT, Batavia, Illinois
SAMUEL PLANT, St. Louis, Missouri
M. A. REYNOLDS, Chicago, Illinois
C. H. SEYBT, Highland, Illinois
J. H. MacMILLAN, Minneapolis, Minnesota

175 West Jackson Blvd.

CHICAGO, ILLINOIS

A Ceresit Waterproofed Concrete Scale or Elevator Pit or Basement

is a permanent and absolute protection against damage and loss of money through dampness or water in these places.

You non-Ceresit users know of loss of money and damage dampness or water causes in wetting grain—off grades and heated, rasting scale—short weights, failure to operate elevator, on account of water in boot or tank.

"Ceresit"
Waterproofing

Avoid these losses by waterproofing these pits by the "Ceresit" method. Ceresit is a white, creamy paste, mixed with the water used in tempering the concrete or cement.

Ceresit has been tried and has proven itself absolute, permanent and nominal in cost in water and dampness protection in concrete. Ceresit increases density of concrete, but does not alter color or lessen strength.

Old pits, floors and walls can be made waterproof by applying a cement mortar coating waterproofed with Ceresit on inside floors or walls.

Ceresit is the best waterproof known. Ceresit fulfills all claims.

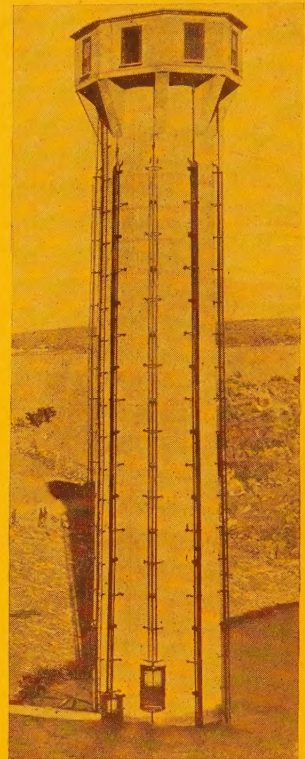
Everything explained fully in "How to Make Concrete and Cement Waterproof."

Let us send this book today—free.

Ceresit Waterproofing Co.

58 W. Adams Street, Chicago

Branches: 1133 Broadway, New York City. 1218 Chestnut St., Philadelphia, Pa.



WELLER—MADE

Spiral Conveyors



ALTHOUGH Weller Spiral Screw Conveyors have **Cold Rolled Sectional Flights**, and are consequently rendered far more durable and serviceable than the ordinary type of construction, the initial cost is no more.

You equip your elevator or mill **right** by insisting upon **WELLER-Made Machinery**.

Write for a copy of the No. 20 catalog.

Weller Mfg. Co.
CHICAGO

MACHINERY

DUST

the direct or indirect cause of many fires in grain elevators and warehouses.

WHY NOT

save yourself any probable loss by installing a dust collector? A machine which experience has proven superior to all; does more and better work; is storm proof and spark proof.

Day Dust Collector

"DAY-LY" EFFICIENCY



WRITE FOR PARTICULARS.

THE DAY COMPANY

1112 Yale Place :: Minneapolis, Minn.